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No.437 February 6, 2011





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Pianist Jamie Cullum shares his love for jazz

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MPs DEMAND 'RIGOROUS SCRUTINY' OF TRAIN COMPANY'S STATISTICS

Judicial review threat to Southeastern's franchise

By **MARIJKE COX**

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A SENIOR backbencher has warned of a potential legal battle in the ongoing Southeastern row unless a full independent review is held into the train firm's performance.

The under-fire company could be in line for an automatic renewal of its franchise next year, despite hundreds of complaints from commuters and MPs about the standards of service over the winter freeze.

Now North Thanet MP Roger Gale has said information used in the Continuation Review – which determines whether the train firm is granted an automatic franchise extension – must be rigorously scrutinised, or there will be moves to force a judicial review into the issue.

His comments followed a private meeting on Tuesday between transport minister Theresa Villiers and 12 Kent MPs to discuss Southeastern's poor performance and fare increases of as much as 13 per cent on some routes.

All MPs agreed the future of the company's franchise, which could potentially be extended from 2012 to 2014 before a tender is put out to other firms, should be reconsidered – with some calling for it to be scrapped.

Mr Gale said: "When an entire county's Members of Parliament speak with one voice to give vent to the very real anger and sense of frustration felt by the people that they represent, a minister is likely to pay heed.

"It is unfortunate that Theresa Villiers is saddled with a franchise contract and the terms and conditions of the Continuation

Continued on page two



PRINCE CHARLES PAYS TRIBUTE TO BRAVERY OF OUR GURKHAS

For full story see inside

Radical answer to Op Stack misery

ENVIRONMENTAL campaigners have come up with an innovative plan which they say could bring an end to Operation Stack.

Protect Kent – the county branch of the Campaign to Protect Rural England – says land should be reclaimed from the Channel and developed into a giant lorry park, thus removing the need for freight to queue on the M20 when crossings are stopped or delayed.

Kent County Council is currently developing its plans for a possible lorry park near Aldington as an alternative to Stack, but the proposals have been met with fierce opposition from residents.

FULL STORY – PAGE 2

Final innings for marketing chief

KENT stalwart Jon Fordham left the club this week after 10 years in the county's marketing department.

The long-serving cricket fan looks back on his time with the club, reflecting on the impact Twenty20 cricket has made in the last decade.

He also discusses the role the ongoing St Lawrence redevelopment will have on the county's fortunes, and looks forward to watching the team this summer as a fan.

FULL STORY – SEE SPORT

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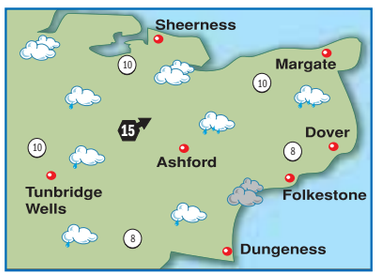
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Kent today



TODAY: Largely cloudy with the risk of a few patches of light rain or drizzle. A few bright spells possible later. Strong south-westerly winds. Mild. Max temp 8-11C (46-52F). **TONIGHT:** Mainly dry, but with rather cloudy skies. Strong south-westerly winds. Mild. Min temp 6-9C (43-48F).

Around Britain

		°C	°F			°C	°F
Aberdeen	fair	7	45	London	rain	11	52
Belfast	rain	6	43	Liverpool	rain	8	46
Birmingham	rain	10	50	Manchester	rain	9	48
B'mouth	rain	11	52	Newcastle	rain	8	46
Bristol	rain	10	50	Norwich	rain	11	52
Cardiff	rain	11	52	Oxford	rain	11	52
Cork	rain	8	46	Southsea	rain	10	50
Edinburgh	cloudy	7	45	S'hampton	rain	11	52
Glasgow	rain	7	45	Southport	rain	7	45
Isle of Man	rain	7	45	Swansea	rain	9	48
Leeds	rain	7	45	Torquay	rain	11	52

Sun & moon

Sunrise	7.27am	Sunset	4.53pm	Lighting up times:
Moonrise	8.07am	Moonset	8.58pm	4.53pm to 7.25am

High Tides

	today				tomorrow			
	ht (m)		ht (m)		ht (m)		ht (m)	
Dover	00.41	6.6	12.58	6.3	01.12	6.6	13.27	6.2
Margate	01.36	4.7	14.00	4.5	02.10	4.7	14.33	4.5
St Mary's	06.30	5.5	18.45	5.3	07.00	5.4	19.13	5.2

Week ahead

monday Cloudy. Windy. max 10C min3C

tuesday Bright. Dry. max 8C min 3C

wednesday Sunny spells. max 8C min 3C

thursday Fine and dry. max 9C min 4C

friday Rain or drizzle. max 10C min 3C

saturday Sunny. Cold. max 9C min 3C

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Campaigners make plea to Stack lorries in the Channel

By **STEVE KNIGHT**
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MOTORING misery caused by Operation Stack could come to an end if land beneath the Channel is reclaimed and turned into a giant lorry park.

That is the view of the Campaign to Protect Rural England's Kent branch – Protect Kent – which is calling for innovative solutions to the county's ever-increasing traffic problems.

Speaking at a public meeting on Wednesday, the group's chairman Richard Knox-Johnston told councillors and residents that the Port of Dover should be asked to build a new lorry park on land reclaimed from the sea as part of its ongoing expansion plans.

He added that such a park could hold up to 6,000 freight vehicles and remove the need for lorries to queue on the M20 when crossings are stopped or delayed through bad weather, incidents in the Channel Tunnel, or industrial action in France.

After the meeting, Protect Kent director Hilary Newport told KoS it was time for transport chiefs to "take three or four steps back" and reassess the county's traffic problems.

She said: "Operation Stack is a big problem that occurs for reasons beyond anyone's control, but it does seem particularly harsh that the whole of the county suffers when it happens.

"For a really modest cost when compared to the rest of the port's expansion plans, it could reclaim a section of land from the sea and provide a wonderful opportunity for a good, secure and properly policed lorry park.

"This would mean that freight can instead be stacked right on the port's doorstep where it would not be a burden on the rest of Kent."

Operation Stack can be implemented in three phases depending on the volume of traffic, the first of which involves coast-bound lorries queuing on the M20 between Junctions 11 and 12. Phase two results in the additional closure of the motorway between Junctions 8 and 9, while phase three affects the London-bound carriageways of the same stretch.


OPERATION STACK: When lorries park on the M20 the rest of the county suffers

Kent County Council is currently developing its plans for a possible lorry park near Aldington as an alternative to Stack, but the proposals have been met with fierce opposition from residents and environmental campaigners.

The meeting Mr Knox-Johnston attended was organised by Gravesham Rural Neighbourhood Forum to discuss plans for a new lower Thames crossing linking Chadwell in Essex with land to the east of Gravesend.

He said: "The county councils seem to believe the only way forward is to encourage and nurture the unsustainable growth of traffic – especially road-based freight – through Kent.

"It is this growth which is a major driver for the perceived need for an extra crossing between Kent and Essex, which would be highly damaging to the environment as well as hugely expensive."

• ***For more on the proposed new crossing, turn to page 28.***

Southeastern performance figures 'should be reviewed independently'

CONTINUED FROM FRONT PAGE

Review that it contains, that was entered into by the previous government.

"Nevertheless, it is essential the review is rigorous and the figures upon which it is based are crawled over with a fine-tooth comb: anything less is likely to end up under judicial review."

Ms Villiers agreed to ask transport secretary Philip Hammond to seek Government funding for an independent inspection of performance data submitted by Southeastern last month.

Commuters narrowly missed out on compensation despite rail chaos during the big freeze in December after the train firm released punctuality and reliability figures showing 82.04 per cent of its trains had run on time last year.

Had it fallen below the 82 per cent target, season ticket holders would have been eligible for a five per cent reduction in fares.

Critics said the figures had been "massaged" by the inclusion of high-speed train statistics, which is a reliable service, but does not serve the whole of Kent.

A BBC investigation found that had these figures not been included, Southeastern would not have met targets and would now be faced with making a huge compensation payout.

Mr Gale said there did not appear to be a single Kent MP who was prepared to take the train operator or its figures at face value.

He added: "We do not wish to see the franchise re-awarded to a company that those who we represent believe has failed them."

MP for Dartford Gareth Johnson also attended the meeting.

He argued that Southeastern provided neither value for money nor a satisfactory service.

He said. "I feel [Southeastern] must not hide behind figures that few of us have confidence in. There is a high degree of anger among all of Kent's MPs towards Southeastern and a determination that their franchise renewal should not be just rubber stamped."

A spokesman at Southeastern said the company was not involved in Tuesday's discussions and therefore could not comment.

However, he said the firm's focus remained on continuing to improve punctuality, reliability and communication with passengers and the company was always happy to discuss any changes government wished to make.

He added: "As Roger Gale MP has acknowledged, Southeastern is bound by its contract with the Department for Transport."

Kent manager of rail watchdog Passenger Focus Tunde Olatunji said standards had been disappointing and that it was only right an independent party looked at performance figures.

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Transport of delight as cathedral welcomes sculptor's stunning new artwork

THE sculptor behind the Angel of the North has nailed a new artwork inside the 12th century crypt of Canterbury Cathedral.

Suspended above the original resting place of martyred Archbishop Thomas Becket, the two-metre design by Antony Gormley uses antique iron nails from the cathedral's roof to form the image of a floating body.

Entitled Transport, the intricate design gives the illusion of having no visible means of support. Gormley, 60, who bases most of his sculptures on the human body, unveiled his latest work at the cathedral on Sunday, last week.

He said: "The body is less a thing than a place; a location where things happen.

"Thought, feeling, memory and anticipation filter through it, sometimes staying but mostly passing on, like us in this great cathedral with its centuries of building, adaptation, extension and all the thoughts, feelings and prayers that people have had and transmitted here.

"Mind and body, church and state, are polarities evoked by the life and death of Becket. We are all temporary inhabitants of a body. It is our house, instrument and medium. Through it all impressions of the world come, and from it all our acts, thoughts and feelings are communicated. I hope to have evoked this in the most direct way possible."

The sculpture is in the eastern part of the cathedral, where Becket's remains were first kept before being moved to Trinity Chapel, built for the shrine of St Thomas.

The tomb stood from 1220 to 1538, when it was destroyed on the orders of Henry VIII and the saint's bones scattered and lost. A single candle now burns at the site. A memorial to St Thomas has since been constructed near the spot on which he was slain, consisting of an altar with two swords above it.

The Dean of Canterbury, the Very Rev Dr Robert Willis, said: "It is thrilling that Antony Gormley has taken the old nails from the roof, which was being restored, and from them created Transport.

"The sense of passage the word conveys tunes well with the constant movement of people through this place of prayer and creativity. It also suggests the way in which sacred spaces communicate a sense of time and eternity, of the finite and the infinite. We are hugely grateful for this work."



NAILS FROM THE CRYPT: Antony Gormley's Transport is on display at Canterbury Cathedral

'Tax the rich and save our ancient forests'

A WILDLIFE charity is calling on the Government to introduce a new tax system it says would protect Britain's woodland by penalising wealthy landowners, ***writes Steve Knight***.

Canterbury-based Wildwood Trust says people should be taxed on the amount of land they own rather than the money they earn, thereby forcing those with vast estates to sell their assets to avoid paying huge rates.

Chief executive Peter Smith says the 'land value tax' would also revitalise the UK economy and result in 95 per cent of the public being much better off.

His comments came in response to Government plans to privatise much of England's woodland, which were debated in the House of Commons on Wednesday.

Hours earlier the Forestry Commission – which owns and runs 18 per cent of England's woods including Bedgebury in the High Weald – announced plans to cut 500 jobs.

It also owns Hemsted Forest, Benenden; King's Wood near Wye; Clowes Wood, Canterbury; and Lyminge Blocks.

Mr Smith said: "Land is the most crucial element to the protection of wildlife in this country and it is the policy of Wildwood to reverse the sale of public land into private hands.

"The privatisation of land over the past 1,000 years has been a disaster for British wildlife. Further privatisation will continue this appalling history of loss.

"This country needs to create a network of commonly-owned land that can remain wild.

"Wildwood's vision for national woodlands is inspired by the work pioneered by the country's greatest ever statesmen – David Lloyd George and Sir Winston Churchill. This can be achieved at no cost to the taxpayer by a small change to our taxation system."

The Coalition has pledged to sell 15 per cent of the public forest estate by 2015, accounting for about 1,500 forests covering more than 250,000 hectares. A consultation was launched on January 27, with four options for the disposal of the rest.

Mr Smith said he had been working with leading economist Fred Harrison – recognised by some as the first to predict the global financial crisis – on a new book and documentary that will include Wildwood's preference for a land value tax system.

"Tax dodgers and large landowners would be very much worse off, and many would be forced to sell their land to others who could make better use of it," said Mr Smith.

• Sittingbourne and Sheppey Tory MP Gordon Henderson will vote against proposals to lease forest or woods unless public access is guaranteed. He said: "If I am not satisfied that continued access is subject to a legally binding guarantee, then I will vote against the bill."

Police appeal to arson claim caller

A SERIAL arsonist has contacted Kent Police to claim responsibility for five fires in and around Maidstone.

The first was started at Lenham Ironmongers on October 28, 2010, and spread to the constituency office of Faversham and Mid Kent Tory MP Hugh Robertson.

Boughton Monchelsea service station was set alight on December 29, followed by a bathroom studio in Chart Sutton, on January 28; garages off Headcorn High Street on January 30; and a garage in Ulcombe between January 29 and 30.

Supt Andrew Rabey said: "These are unusual circumstances and we are keeping an open mind as to the reason why the person has committed these offences and why someone has made contact in this way.

"I appeal directly to the person responsible for these fires to call us, or for anyone who knows who might be responsible to get in touch. Our priority is to protect lives and property, so any information that could help us catch this arsonist is vital."

To see this, search 'Travel' @ yourkenttv.co.uk



Don't miss the Archant KOS Media Travel and Leisure Show 2011, on Sunday, March 13, 10am-4pm, at Dover cruise terminal

Litter of the law

A SMOKER who lodged an appeal against a £60 littering fine has been ordered to pay £545 after twice failing to appear at court.

Brian Hunt, 39, was fined after Medway Council officers saw him throw a cigarette butt from a car window in Strood in July, 2010.

Hunt, of Poppy Close, Gillingham, decided to contest the charge, claiming he did not smoke for medical reasons and could produce doctor's evidence to back his claim.

But Hunt failed to appear in court. He was fined £80 and ordered to pay £150 costs, plus a £15 surcharge. He lodged an appeal and the case was due to be heard at Maidstone Crown Court.

However, after once again failing to appear, his appeal was dismissed, with costs of £300 awarded to Medway Council.

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Our lives and NHS funds in GPs' hands

'Pathfinders' put in charge of local health budgets

HEALTHCARE reforms that will see GPs take control of NHS funds are being piloted by six groups of doctors in Kent.

Known as 'Pathfinders', the consortia will work together to manage local budgets and purchase services for patients in areas of Thanet, Canterbury and Dover.

Such duties are currently performed by primary care trusts – of which there are currently three in Kent – but all 152 across the country are due to be abolished along with 10 strategic health authorities.

Future

The Pathfinders – which are split into Thanet, East Cliff, Ramsgate, C4 Canterbury, Whitstable and Dash (Deal, Ash and Sandwich Health) – will now begin testing the new arrangements to ensure they are working effectively before GPs take on statutory responsibilities in April, 2013.

Dr Mark Jones from C4 Canterbury said: "GP consortia, given the support and necessary resources to do the job properly, will be in a prime position to deliver healthcare that is fit for the future.

"But the work must start now and build on the engagement that already exists.

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

"This must not be about just another reorganisation but recognising this is an opportunity to build on the values and quality of general practice and, working with clinical and managerial colleagues, develop integrated services that are affordable and truly aim to improve patient care."

Late last year members of the Kent Local Medical Committee, which represents more than 1,300 GPs across the county, met to discuss the radical reforms set out in the Health Bill.

While the move to doctor-led commissioning was broadly welcomed, there were concerns they would not be given the resources to do the job properly and that they would be blamed for shortcomings in an underfunded health service.

And in a national survey of 500 GPs and 500 hospital doctors, only 23 per cent believed the far-reaching changes to the NHS would lead to higher standards.

West Kent GP Dr Paul Blundell said at the time: "There is great potential it could result in greater efficiency and benefits for the patients. But I think the concern is that, like this current government, whatever merits there are, they will be handing out pain to people, and I hope we do not find ourselves tainted with the same problem by having to say sorry you cannot have this or that."

Meanwhile, the current chief executive of NHS Eastern and Coastal Kent has been appointed head of the newly-formed cluster of PCTs in the county.

From April, Ann Sutton will be the sole chief executive of both NHS West Kent and NHS Medway, as well as Eastern and Coastal.

Efficiently

All three trusts are consolidating their teams in preparation for the GP handover, and plan to work closely with the doctors to transfer knowledge and expertise and to support the new consortia as they set up.

Ms Sutton said: "As well as supporting GP colleagues in setting up their commissioning expertise for the future, we must also ensure the health services people in Kent and Medway need today continue to be delivered properly and efficiently.

"I am looking forward to building on the progress we have made across the county in recent years to deliver even better health and care for residents."

Don't miss out on Big Weekend

MORE than 18,000 applications to enter the ballots for free My Kent Big Weekend tickets were made in the first five days of the website going live.

Website www.mykentbigweeked.co.uk is open until midnight on February 17 for county residents to enter the ballots for 15,000 free tickets to their choice of 108 attractions in Kent and Medway.

Visit Kent chief executive Sandra Matthews-Marsh said: "The My Kent Big Weekend is about showcasing the diversity of our tourism industry and encouraging local people to discover the every-growing range of new attractions and experiences to be enjoyed in Kent and Medway."

A ballot will be held to decide who gets the free tickets.

To see this clip search 'Lympne' @ yourkenttv.co.uk



Port Lympne Wild Animal Park's million pound project to make the zoo a nationwide visitor attraction

Company to the rescue amidst chaos in Cairo

HOSTAGE and terrorism experts from a Kent-based intelligence agency have been deployed to rescue hundreds of business clients caught up in the Egyptian crisis.

Teams from the Inkerman Group, which has its operations centre in Ashford, flew into Cairo last weekend in order to lead worried employees and their families away from the rioting, looting and protests that continue to rock the nation.

According to Inkerman's chief executive Gerald Moor, many of those rescued were forced to leave burnt-out offices behind them as a result of the escalating violence over President Mubarak's reign.

"One very big complex was burned to the ground and another was so badly damaged you would never have imagined it contained any furniture at all," he said. "Even the air conditioners were ripped from the walls.

"We're continuing to evacuate people but the challenge is where to take them. Cairo airport is operating but you need all the right documentation before you can fly, some of which can take some time to get hold of.

"Getting out of the city by road can also be very difficult because there are several checkpoints, some of which are manned by bandits. We let them take whatever they want because the most important thing is getting past them with people's lives intact."

Mr Moor founded the Inkerman Group in 1996 following a 20-year career in the British Army, where he specialised in international intelligence including counter-terrorism.

He also founded a company involved in the manufacture of scuba diving equipment, where he invented the world's only back-mounted jetpack with variable speed controls.

According to Mr Moor, the Inkerman Group – which is also helping businesses caught up in the Tunisian riots – is constantly monitoring global issues so its team of experts can give up-to-date advice to clients.



Picture: RAMY RAOOF

BEDLAM: Demonstrators swamp an army truck in protests in Tahrir Square, Cairo

"We started deploying people to Egypt last week in anticipation that something might go pear-shaped," he said. "It's a fine line between doing something like that and not, but you have to make that decision before the bullets start to fly.

"We've managed to get everyone out safely so far but their businesses have been very badly affected.

"Like in Britain there are lots of foreign employees in Egypt, so we've flown them to a variety of different countries even if it's not where they would call home.

"The most important thing is to get them out safely, and we will be out there as long as our clients want us there."





THE INTERVIEW

BY JOE BILL

Simplicity is the key says jazzer Jamie



PIANO MAN: Jamie Cullum

HE HAS the talent, the supermodel wife and the national radio show, yet Jamie Cullum doesn't appear to have been infected by the fame bug.

Never do you see him falling out of nightclubs, or splashed across the tabloids, yet the musician remains a firm household name.

At 31 years old, Jamie has had sell-out international tours, sold a few million albums and managed to bring the love of jazz back to the masses, but you couldn't meet a more modest bloke. The Essex-born pianist played Margate Winter Gardens for the first time on Friday, but did concede that he'd harboured a fondness for the county for quite a while.

He said: "I've been nearly everywhere but I'd never been to Margate, unfortunately, although I only hear good things. I've been to Kent many, many times – I have very close friends who live in Tenterden and Ashford. My dad grew up in Rochester and is a keen Gillingham supporter, so I have a lot of connections with the area."



JAZZ BUFFS: Jamie with Clint Eastwood

Jamie met up with two-time BBC Jazz Award winner Ian Shaw and the incredible Liane Carroll to give the Thanet seaside town's jazz festival a huge boost, performing an improvised jam session. And that's just the start of what could be a big year for Cullum and his wife, Sophie Dahl.

The pair are expecting their first child, while Jamie is writing a new album and Sophie's career is simmering nicely with the success of her TV cookery show. But Jamie won't be taking his partner's culinary skills for granted – he keeps his hand in for those lonely nights on tour.

He said: "I actually do cook. A lot of musicians can cook because they are about during unsociable hours. When you get in at four in the morning after a gig and you are starving, unless you know how to cook you're doomed to the late -night kebab for the rest of your life."

As well as composing his own tunes, Jamie has gained many fans through his progressive cover versions of classic tracks, one of which he still plays regularly at his live gigs on tour. "One of the covers that really helped me on my way was High and Dry by Radiohead. I've been playing it since I was 15.

"It's one of the few that has lasted that long with me. What's great about it is that every time I play it, it's totally, totally different. Being an improvising musician, it's one of those tunes that can really grow and develop every time."

The self-proclaimed "music nerd" also confessed that he talks about very little else, which has probably helped him attain his popular jazz slot on BBC Radio 2.

And the pianist continues to explore new territory for the jazz world as he works alongside hip hop icons such as Pharell Williams. But the star remains traditional in his views on a career in music. His hero isn't a man of obvious prominence, but a bit of a cult figure.

Jamie said: "He's Ben Folds, from a band called The Ben Folds Five. He's had this great career not based around whether he was in the charts or on television a lot.

"He just makes great music and the fans support and listen to him. That's a great way to have a career."

And this is something Jamie tries to live his own life by, refusing to get carried away with success.

He added: "It is good to be busy doing the things you love, right? I have simple needs: family, friends, a nice pub, a good book and a quick game of cards."

Jamie Cullum's new album is due to be released this summer.

Special FREE guide, see centre pull-out

Love is in the air

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Pay-off chief to help councils save money

THE former chief executive of County Hall, who received a golden goodbye costing the taxpayer £408,000, has been recruited to help the public sector save money.

Peter Gilroy, who ran Kent County Council from 2005 to May, 2010, has been appointed to the new independent innovation board at consultancy firm Northgate Public Services.

The Hemel Hempstead-based organisation works with public bodies, including councils, police and the NHS, to help them develop ways to work efficiently and provide value for money.

Mr Gilroy is on the five-strong board but will work alone and receive an honorarium, which is a payment made to a person who is working in a voluntary capacity.

He said: "Public services are currently facing huge challenges and the creation of this board is exactly the kind of response required.

"Our work will focus on strengthening Northgate's innovation drive to promote improvement through transformation in the public sector.

"I believe that my time at Kent County Council, along with my wider public sector experience, gives me a unique insight into the kind of action that needs to be taken to ensure better services can be provided for less."

By MARIJKE COX
marijke.cox@kosmedia.co.uk

Dave Meaden, chief executive of Northgate Public Services, said he was delighted to have such talented people on the board.



GOLDEN: Peter Gilroy was paid £408,000 by KCC

"They will help keep our clients on the fast-track of continuous innovation, using information and technology to underpin services that are not only highly valued but also trusted by the public," he said.

Mr Meaden called Mr Gilroy an "innovation pioneer" and praised him for his work across the public and private sectors.

Three months ago it was revealed that a £200,000 golden handshake given to Mr Gilroy when he left KCC had actually cost the taxpayer £408,000, when income tax and National Insurance were taken into account.

However, this figure was not divulged to the public.

The full cost was only revealed when the Audit Commission released its annual audit letter in November criticising the authority for not presenting information adequately with regards to a number of senior staff payouts.

KCC defended the payment, stating it was based on solid financial advice and evidence following the extension of Mr Gilroy's contract in 2009 to 2010.

A spokesman said: "The payment of £200,000 (£408,000 including income tax and National Insurance) meant that he was not disadvantaged by extending his contract as a result of changes to national pension legislation.

"The payment of £200,000 did not enhance his remuneration package and the Audit Commission's letter acknowledges this."

Mr Gilroy, who was described as an outstanding public servant and chief executive by KCC, was paid £214,000 in his salary last year.

He received no bonuses for 2009-10 but was paid £10,615 in 2009-10 for performance in 2008-09.

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Jobs bombshell

CRISIS talks over the future of the Pfizer site are under way with a pledge from Prime Minister David Cameron that the Government will do "everything it can" to support those losing their jobs.

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

It follows Tuesday's devastating announcement by company bosses that the pharmaceutical giant was pulling out of Sandwich and cutting 2,400 jobs.

Politicians called an emergency meeting on Wednesday to discuss ways to reduce the impact on the east Kent economy.

Over the next 18 to 24 months the majority of posts will be made redundant, although the firm said it hoped to transfer "several hundred" positions to other Pfizer sites or to external partners. A company spokesman said there were "ongoing conversations" about the 340-acre site – which houses Pfizer's European headquarters for research and development.


David Cameron

Mr Cameron said he spoke to the firm on Wednesday and heard the "depressing" news. "The company is keeping all the options open in terms of what should happen to the site, including getting partner organisations to continue to work there and to get other companies to come in," he said.

"It is a state-of-the-art site and has brilliant employees doing great work. The Government will do everything it can to make sure we make the best of what is a depressing piece of news."

He said Pfizer's decision was because the company had decided to leave some areas of research, including allergy and respiratory, which is based at Sandwich.

Mr Cameron's comments came in response to a question during Prime Minister's Questions from South Thanet MP Laura Sandys, who represents Sandwich.

She said Pfizer's decision to pull out of the county was a "body blow" to east Kent.

"I am particularly concerned for all those employees at Sandwich Pfizer and small businesses that are associated with the company and will do all I can to support them through this difficult time," she said.

"I am arranging a meeting with the senior team at Pfizer and have had a commitment that they will play an active part in supporting the community over the next 24 months."

Her Tory colleague Roger Gale, the MP for North Thanet, said work was being carried out on plans for the Sandwich site. Dover and Deal MP Charlie Elphicke said the priority was to build a stronger future in east Kent. The majority of Pfizer staff are from the surrounding districts of Thanet – which already has one of the highest unemployment rates in the South East, and Dover.

Business secretary Vince Cable said he was establishing a local taskforce under the leadership of KCC to work with Pfizer and Kent's Local Enterprise Partnership.

A delegation from local authorities in Kent met to discuss the situation at the emergency meeting in Westminster on Wednesday. KCC leader Cllr Paul Carter said he had been asked to set up a task force to lessen the impact of Pfizer's decision.

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LONG WAY DOWN: Bird's-eye view of the Pfizer site at Sandwich

A bolt from the blue

ALMOST four years ago Pfizer announced it would be cutting 420 jobs after the company shut its manufacturing arm at Sandwich.

Despite the knock, no-one expected that a few years later all 2,400 jobs would be at risk.

Not only had Pfizer invested £240 million in new R&D facilities at Sandwich, but the road to the site was recently upgraded to a dual carriageway, with phase two of the work still under way. The company's website even stated the facilities had been built to ensure the site remained at the forefront of research and development.

But on Tuesday, bosses broke the shattering news that Pfizer was to leave the 340-acre site after 57 years. The move was blamed on a global programme of changes aimed to accelerate Pfizer's long-term R&D strategy.

This included pulling out of certain therapeutic areas including allergy and respiratory, which are based at Sandwich. Dr Ruth McKernan, senior vice-president and site head at Sandwich, said it was with "deep regret" that the company was pulling out of Kent.

"It has played an important role in the discovery and development of medicines and has brought many life-saving treatments to patients," she said. "Sandwich has an extremely talented workforce with a proud and rich history.

"This decision is no reflection on the site, the workforce or the UK. We recognise this is a difficult time and our priority is to support people through this process."

A company statement said in future there would be about 3,000 positions across Pfizer's entire business in the UK. It also has sites in Surrey and Cambridge.

"Given the talented workforce and facilities at Sandwich, Pfizer is working actively to find partnership opportunities which can utilise the facilities and buildings, in an effort to preserve jobs and activity on the site," she added.

"The closure is a major blow for east Kent. Many of the workforce live in the area and are among the most highly skilled workers in Kent," he said.

"This will also have a massive impact on local people and the local economy. The task force meets next week to look at the solutions being developed to deal with the closure. It will also look at how we could use Pfizer's facilities to encourage new research and development companies to locate there. It's vital we don't wait for Pfizer to leave completely before we get new companies to move in."

The leaders of the district councils in Thanet and Dover said they would work closely with KCC to find solutions for the site at Sandwich.

• *See Business Week for the knock-on effects for Kent businesses of the Pfizer closure.*

News and sport updated daily online
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KENT solicitors Fosters Law are offering to help staff with a seminar offering independent advice and guidance.

The Redundancy Rights and Wrongs meeting is on Thursday, February 10, at the Granville Theatre, Ramsgate, from 6pm.

Speakers are yet to be confirmed, but will include a specialist employment barrister, a local entrepreneur, and MPs.

ANTI-impotence drug Viagra was one of the major developments at Pfizer.



Created in the early 1990s by scientists looking at treating angina and chest pains, the pioneering development put Sandwich on the map.

After a clinical trial looking at its effects on the heart it was soon discovered the drug had little impact on treating angina but could tackle impotence. Pfizer chose to commercialise the pill as a remedy for erectile dysfunction and in 1996 it was patented and in 1998 approved for treating impotency. The development of the medicine earned the Sandwich site the name "home of Viagra".

A PROPOSED parkway station aimed at improving transport links to east Kent was being sponsored by Pfizer.

It is not yet known if the company will continue to act as co-sponsor on the project alongside Manston airport owner Infratil once it pulls out of Sandwich. The Thanet parkway station would be located near Manston, on the Ashford to Ramsgate line.

A bid for £10 million of Government funding was submitted last month.

A UNION has blamed weak employment legislation for allowing Pfizer to close its site, claiming there was little consultation with the workforce.

Unite national secretary Linda McCulloch said elsewhere in Europe, Pfizer would have been required to meet employees well in advance of such an announcement.

She said: "This closure is disastrous. The UK is a world leader in scientific research and to just accept it as a corporate decision is not good enough. If the Government wants economic growth, it has to make it happen."

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Big business

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

JAQUES
LONDON
Since 1795

WHEN it comes to Jaques of London's global reputation, the family behind the 216-year-old games manufacturer admit it should probably be better known than it currently is.

Despite being the firm that invented such classic past-times as snakes and ladders, croquet, and ludo, the Edenbridge-based enterprise is still working on building up its brand identity due to past failures to trademark their most successful items.



But with a dynamic young team at the top of the company – including commercial director Joe Jaques – a return to the glory days may be just around the corner.

"When we took over the family business 10 years ago, the name Jaques wasn't even trademarked," said Mr Jaques.

"A company in India had registered the name in England to associate itself with the modern day chess sets, which we also invented. So we had to fight them in the courts to get the rights for our own company name.

"We should probably fight all the other companies that have released croquet sets, snakes and ladders games, and so on, but how much time would that take?

"I'd end up fighting for everything we haven't got rather than everything we have."

Established by Thomas Jaques in 1795, Jaques of London is credited with inventing numerous world-famous games over the years including Happy Families, Snap and tiddlywinks.

It also created the Staunton chess set and therefore playing pieces such as the rook and knight, and was the sole importer of Nintendo playing cards long before the Japanese firm branched out into the video game market.

Joe Jaques and his cousin Emmett – the firm's managing director – are the eighth generation of their family to have run the company, and are only too aware of the responsibility that lies on their shoulders.

"An unbroken family chain is very rare, and despite lots of takeover bids we still are who we are," said Mr Jaques.

"We are a reasonable size and could easily sell out and retire, but that would be like selling the family silver.

"We always had lots of games in my house when we were young, but the fact my family invented most of them was never this big





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FUN AND GAMES: Joe Jaques would like to sell ping pong equipment to the Chinese

thing that was instilled in us. When I came into the business it was actually a surprise.

"At the time we weren't even selling games like ludo and snakes and ladders, but now we've invested in our brand we're in a better position to sell luxury versions of the things we are famous for."

Today Jaques is building a reputation for its wide range of high-quality games, from intricately-crafted versions of traditional draughts and backgammon sets to original 3D puzzles and garden toys.

The firm also creates more modern products such as pool tables, table football sets, and air hockey tables.

"There isn't a business around that hasn't had a few scary moments over the past couple of years, but our sales are actually surprisingly strong," said Mr Jaques.

"Historically games have been fairly stable in recessions, mainly because people tend to stay at home more. Recessions also make people value what they've got a lot more, and our products are all about family. They span generations and know no age limits."

Having survived the birth of the radio, television and video games, Jaques of London shows little signs of slowing, with its commercial director now hoping to crack America and beyond while continuing to grow the brand in the UK.

"There was a point in the past 100 years when Jaques was a household name, and that's what I'd like to achieve again," said Mr Jaques, when asked what his long-term ambitions for the company were.

"That's a fairly simple answer but there really is the potential in the business to make it a high street recognised name. I'd love to break America too, and have our website in the States taking orders every 30 seconds.

"But one thing I'd really love to do is sell ping pong equipment to the Chinese. That would be an absolutely wonderful thing to achieve."

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Grammar and faith choices in the firing line

School transport cuts could hit rural pupils

PARENTS choosing to send their children to grammar or faith schools could be forced to pay for free council-run transport.

County Hall officials said the massive financial constraints faced by the authority meant subsidised school transport for selective or denominational institutions could be stopped.

Currently, Kent County Council provides some pupils with free home-to-school transport, worth more than £450 each and costing the authority £14 million a year.

This available where the nearest school is more than two miles from home for children under eight, and three miles for older children.

KCC said for low income families this was extended to secondary school children aged up to 16 and applies to the three nearest schools between two and six miles from home.

But under plans unveiled by the authority, from September, 2012, parents of youngsters attending selective or faith schools will have to pay a contributory fee, although the amount is not yet known.

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

In many cases parents opt for grammar or denominational schools which are further away than their nearest secondary school.

Under the current system, pupils at these schools can get help when it is three miles or more from their home, but a spokesman said the council was not obliged to provide assisted transport for these pupils.

"KCC is keen to make sure that parents are able to choose their preferred school," he said.

Discretion

"However, the massive financial constraints faced by the public sector cannot be ignored.

"KCC currently provides assisted transport to denominational or selective schools at its discretion, but it is not obliged to do this.

"It is proposed that from September, 2012, a contributory fee be introduced to help towards the cost of this transport.

"This will mean that parents who choose to name a school on denominational or selective grounds will be required to make a contribution towards the cost of this transport if their child is eligible for transport assistance.

"The proposals will seek for the charge to be waived if a child is from a low-income family and eligible for free school meals."

Parents will be invited to comment on the proposals and a final decision will be made before the summer.

They are also being directed to the Kent Freedom Pass scheme.

Children aged between 11-16 can use the pass, which costs £100 per child per year, on any participating public bus, seven days a week, all year round.

Independent education advisor Peter Read said the proposed changes to the system would hit poorer families and reduce opportunities for rural children to attend their nearest appropriate school, if it was a grammar.

"Many better-off families already drive their children to school and so they will not be affected by this," he added.

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School heads revolt over vulnerable pupils

COUNTY Hall leader Paul Carter is planning to lead a delegation of headteachers to Whitehall in a bid to stop London boroughs dumping looked-after children in Kent, ***writes Marijke Cox***.

It comes after schools in one of the most deprived districts said they had been forced to breach education laws by refusing to take on children from outside the county.

The decision by the eight headteachers from Thanet Heads Groups follows mounting pressure on school resources as London authorities continue to dump youngsters in the area.

Cheaper

Schools say they are reaching breaking point trying to cope with the demand, and feel they have no other option but to refuse admission until the Government changes the law.

Paul Luxmore, head of Dane Court Grammar School in Broadstairs and King Ethelbert School in Birchington, said schools are obliged to take on looked-after children from outside the county.

"What we are finding, however, is local authorities – a lot of the time the London boroughs – are placing children in Thanet where it is cheaper and there are lots of foster carers, but Thanet is one of the most deprived areas in Kent.

"Half of the looked-after children here are out-of-county, and we're struggling to cope – we have indigenous children in care who we have to provide for too."

Mr Luxmore said he was also concerned that children were being taken out of their local environment and placed in unfamiliar surroundings.

"Most looked-after children are damaged or affected by what has happened to them in their lives and therefore a school has to have the resources to cope with that, which places a greater pressure on schools," he said.

Mr Luxmore said eight out of 10 headteachers from the Thanet Heads Group had decided to make a stand and refuse to take on any more out-of-county looked-after children until the matter had been addressed by Government.

"We don't want to break the law, what we want to do is make the law sensible.

"We want to love and look after these children and give them the best we can, but it's hard with such high demand."

Education chiefs at County Hall have admitted it was a problem and that there was massive pressure on Kent.

Leader of KCC Paul Carter said he would speak to Mr Luxmore and get a delegation of heads together to see schools minister Tim Loughton to discuss the problem.

Gravesend-based independent education advisor Peter Read said although he sympathised with the headteachers, breaking the law was not the answer.

"Firstly, what the heads are doing is illegal and secondly, it is depriving these children of an education."

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Street crime maps 'could raise fears'

By **MARIJKE COX**

NEW interactive maps showing people how much crime there is where they live have been branded a "gimmick" by the head of the county's Police Federation.

Ian Pointon said it was not clear what the system was meant to achieve and that money should be spent more wisely by government, such as on frontline policing.

The Kent Police Federation chair warned the new crime maps, which cost £300,000 to roll out nationwide, could also be counterproductive in reducing fear of crime.

"There could be 20 incidents of anti-social behaviour showing up in your area, but they could be something to do with a bit of noise or inconsiderate parking," said Mr Pointon.

Safe county

"Kent is a safe county – it's not a dangerous place to live – but this could scare people.

"Kent Police has been working to stop fear of crime and yet this potentially heightens that fear."

The scheme allows residents to see what crime has been reported where they live within the past month by typing in their postcode at www.police.uk.

Figures for Kent's main towns varied, but in all cases the number of anti-social behaviour reports was high.

The centre of Tunbridge Wells saw 170 cases of antisocial behaviour and 32 violent crimes among its figures, with a total of 328 crimes.

Margate town saw 438 crimes, 193 of those antisocial behaviour and 76 violent crime.

Ashford centre had 242 crimes and Maidstone 469, 166 of those antisocial behaviour, 28 vehicle crimes and 61 violent crimes.

Visitors to the site are also given information about beat meetings and how to contact their local policing team.

Mr Pointon said: "I'm not quite sure what the system is supposed to achieve.

"My fear is this is something of a gimmick. If money is going to be thrown at anything, it should be more police officers."

But others welcomed the scheme.

Chair of Kent Police Authority Ann Barnes said she was delighted street-level crime mapping had been launched.

"Transparency and openness should be at the heart of every public service," she said. "Now for the first time the public will be able to see where crime is taking place, as well as information on how to contact their local neighbourhood officer."

Kent Police's Deputy Chief Constable Alan Pughsley added: "By making this information available, we aim to raise awareness of what we're doing to tackle crime and disorder and how people can support the police."

The new site was developed by the National Policing Improvement Agency on behalf of the Home Office.

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Racism drove me out, claims Aussie warden

AN AUSTRALIAN community warden is planning to sue Kent County Council, claiming his life has been "ripped apart" by colleagues' racist taunts, ***writes Marijke Cox***.

Geoff Stephens, who has lived in the UK for 26 years, said he was subjected to comments such as "**** off back to where all you criminals belong" and "Stop nicking our jobs".

The 48-year-old, who lives in Folkestone, said he was not offended by workmates joking "G'day sport" or using other stereotypical Aussie words, but claimed for six months he was bullied with racist slurs.

"It seemed to get uglier and uglier," he told KoS.

"I do not object to people saying G'day sport or talk about 'Sheilas' – that's not offensive to me – but it seemed to get much worse. I'd be told to go back to where the criminals belong and to stop stealing Pommies' jobs."

Last August he was signed off work sick, and is now taking anti-depressants.

"I'm not the kind of guy to lie around doing nothing – I had an exemplary record and had only taken about three days off when I had flu," he said.

"But for the first time ever there are more than just headache tablets in my medicine cabinet. I'm on anti-depressants and I survive on three-and-a-half hours sleep a night."

Mr Stephens said as the taunts became worse he made a complaint, but claims his family was put under surveillance by Kent County Council.

"I made a complaint and then I was the one being investigated," he said.

"I received letters making accusations about me. This has ripped my life apart."



COMPLAINT: Warden Geoff Stephens

Mr Stephens, who is originally from Adelaide in south Australia, worked as a community warden for KCC in Dymchuch for six years, helping to combat anti-social behaviour and setting up youth clubs in the area.

He previously worked at the Port of Dover as an immigration officer.

"I did a lot of good work in Dymchurch – I loved my job," he said. "I built up a good rapport with the local youths."

Father-of-one Mr Stephens said the impact on his life had been terrible and he wrote a letter to leader of KCC Cllr Paul Carter explaining the problems.

"I was told it was being looked into, but there's a high possibility this will become a legal case," he said.

A KCC spokeswoman said: "This is a personnel issue and we are not able to comment."

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Bafta recognition as film student on shortlist for gong

By **MARIJKE COX**

A FILM-MAKER has been nominated for a prestigious Bafta award for a gritty movie revealing the life of tragic playwright Andrea Dunbar.





TRAGIC TALE: Clio Barnard, left, filmed The Arbor in Bradford

University of Kent film studies reader Clio Barnard, from Whitstable, was chosen for the commendation following the two-year project which took her back to her birthplace in Yorkshire, near to where Dunbar lived in Bradford.

Barnard's film, The Arbor, revisits the estate where the playwright lived and tells the powerful true story of Dunbar and her daughter Lorraine, who was just 10 when her mother died of a brain haemorrhage.

Using audio interviews with Lorraine, relatives and residents from The Arbor – the street where Dunbar lived – Barnard created an autobiographical film with actors lip-synching to pre-recorded voices.

"I didn't set out to make this kind of film and I had no agenda, but I spoke to Lorraine and it took me back to her mother's plays," said the director.

"Andrea Dunbar wrote The Arbor, her first play, when she was 15 and it was premiered at the Royal Court Theatre. She came from a deprived background so to be 15 and achieve that was a big deal."

Dunbar, who wrote the film Rita, Sue and Bob Too and was described as a "genius straight from the slums", was just 29 when she dropped dead in a pub.

Twenty-one years on, Barnard's film tells the story of the playwright before shifting to her daughter Lorraine, who was ostracised from her mother's family and went to prison for the accidental death of her two-year-old son who ingested drugs.

Interviews with the former drug-addict were recorded in prison while she was serving her three-year sentence.

The film spans three decades, and as well as audio interviews, is intercut with footage from Dunbar's first play.

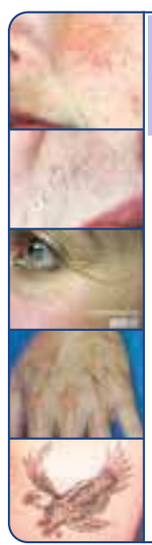
Barnard said: "What happened was incredibly tragic. This looks at Andrea Dunbar's short life and also life from Lorraine's point of view about her mother."

She admitted she was surprised to learn she had been nominated for the Bafta 2011 outstanding debut for a British writer, director and producer award.

She said: "I was incredibly pleased to learn about the Bafta nomination – I was in Bradford when I found out," she said.

"I feel like it's not just for me but for the people that live in The Arbor. I was in the right place to hear the news – it's good for everybody in the film."

The result will be announced next Sunday.



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NICK AMES reports on Prince Charles' tribute to soldiers back from Afghan tour

Gurkha heroes receive medals



ROYAL VISIT: The prince inspects troops and presents medals

PRINCE Charles paid tribute to Gurkha soldiers who were killed and horrifically injured in a hard-fought tour of Afghanistan, during his visit to their barracks at the weekend.

The Prince of Wales presented campaign medals to members of 1st Battalion The Royal Gurkha Rifles, who recently returned from six months in Helmand province.

Wounded troops on crutches and one in a wheelchair lined up for inspection on the parade ground at Sir John Moore Barracks in Folkestone, on a cold day.

The Prince – who is Colonel in Chief of the Royal Gurkha Rifles – said the troops had endured "yet another gruelling tour" in Afghanistan, but had left the country a better place.

But he added their success had come a "terrrible cost", with 16 members of 1RGR's battle group killed during the deployment from April to November last year, and 110 wounded.

Prince Charles highlighted the courage of the injured soldiers in battling their way to recovery.

He said: "I know only too well that at the end of the day it is your unwavering will power and determination to get on with your lives that sees you through.



HONOUR: Prince Charles presents Sgt Gurung with the Khukri award

"You are without doubt a shining inspiration to us all, and we can only wish you the speediest of recoveries."

The Prince directly addressed the families of the five soldiers from 1RGR killed during the tour.

He said: "You have shown enormous inner strength and courage, and this is the time when we can express our deepest sympathy for all that you suffer and endure on behalf of your loved ones."

The Prince also awarded Sergeant Bikash Gurung, 33, with the Prince of Wales Khukri, given each year to the senior non-commissioned officer who has done the most to enhance the reputation of the regiment.

Sgt Gurung said he was "very honoured" to receive the award.

Prince Charles also visited a Hindu temple in the barracks, where Pooja Ghale, 10, whose father is a Gurkha soldier, placed a garland around his neck.

Gurkhas have been part of the British Army for almost 200 years. The name comes from Nepal's hill town of Gorkha.

The soldiers are still selected from young men in the hills of Nepal.

They have been invaluable in Afghanistan because of their knowledge of local conditions, and have been instrumental in building up relationships with locals.

1RGR commanding officer, Lt Col Gerald Strickland, said the relationship the Gurkhas had with the Afghans can be summed up by incidents such as the following:

"He [a Gurkha soldier] had a checkpoint on the edge of a village and he had got to know everyone in that village.

"When he left, about 40 or 50 villagers lined the track to the village to say goodbye to him, and to thank him for everything he had done.

"I think it was a great example of what our soldiers can do."

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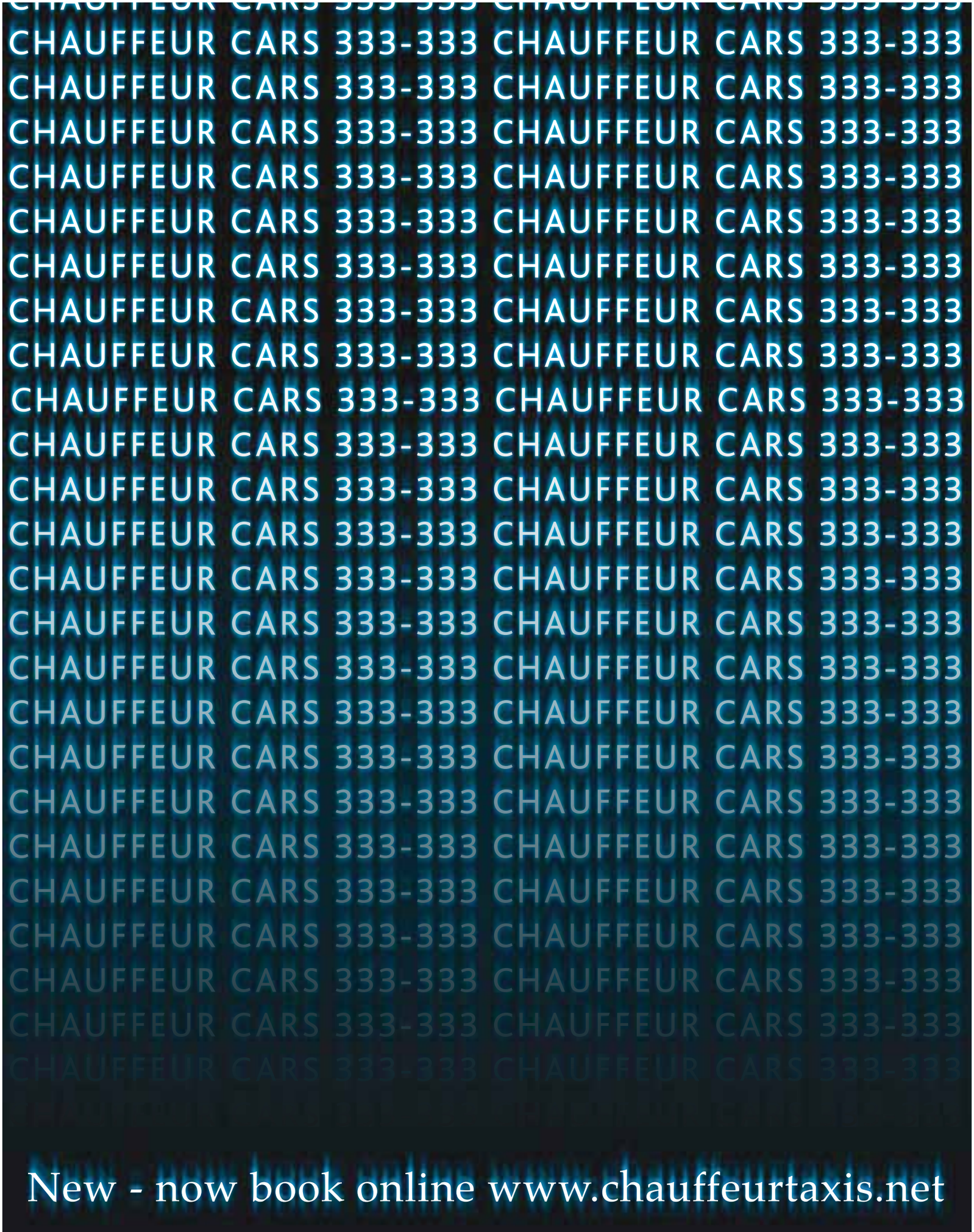








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Jools' tribute to Lord Lieutenant

By **STEVE KNIGHT**

MUSICIAN Jools Holland paid a surprise musical tribute to the Lord Lieutenant of Kent with a specially-written blues number.

Holland, who lives in Cooling, near Rochester, was appointed one of Allan Willett's deputies in 2006, and as such was invited to the Lieutenancy's annual conference at the Royal School of Engineering, Brompton, late last month.

At the end of the gathering, the big band leader unveiled a keyboard and performed the Invicta Country Blues in tribute to Mr Willett, who retires this summer.

Singing along were Holland's fellow deputies David Ralls, from Ash, who wrote the words and played the guitar, Rosalind McCarthy, from Folkestone, and Ann West, from Chatham.

Mr Willett said he was "delighted and touched" by the "totally unexpected" musical tribute.

He also spoke of the role the Lieutenancy should play in Kent in the years to come.

Mr Willett said: "Just as the monarchy is a constant standard yet is at the same time evolving successfully, so must the Lieutenancy be relevant in the 21st century.

"We need to celebrate Kent's unique history and culture, serve its communities and contribute positively to its future.



DOUBLE ACT: Allan Willett with his deputy, the musician Jools Holland

"We now have a modernised Lieutenancy, fit for purpose, and I am confident we add value to the mosaic of Kentish communities.

"Let us now go forward together, proud of our past and confident of our future."

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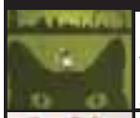
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UP THE JUNCTION: Squeeze

Rochester Castle gig is cool for these cats

NEW-wave veterans Squeeze will open this year's summer concert series at Rochester Castle gardens, it has been revealed.

The popular post-punk chart act – fronted by founder members Chris Difford and Glenn Tilbrook – will perform in the grounds of Medway's historic Norman castle on Wednesday, July 13.

Fans will be treated to hits such as Cool For Cats, Tempted, Up The Junction, and Take Me I'm Yours. Tickets cost £32.50 and go on sale on Tuesday, from 10am.

Formed in south London in the early 1970s, Squeeze became an influential band in the aftermath of punk rock, with their clever melodies and bittersweet lyrics about London life also striking a chord in the USA.

They re-formed in 2007 and two years later received an Ivor Novello award for outstanding contribution to British music.

Having previously featured the likes of Jools Holland and Paul Carrack, the current line-up consists of Difford, Tilbrook, drummer Simon Hanson, keyboard player Stephen Large, and Squeeze veteran John Bentley on bass.

Tickets are available from the Central Theatre and Brook Theatre box offices in Chatham; Medway Visitor Information Centre, 95 High Street, Rochester; by calling 01634 338338 or online at www.castleconcerts.co.uk.



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SKY SPORTS

Book writes our women warriors back into history

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

EPIC tales of unsung heroines who were written out of history by their male peers have been revealed in a new book.

Author Rosalind Miles and acclaimed military historian Robin Cross have published the book Warrior Women to bring the hidden achievements of females through the ages to the forefront.

From Boudicca, Queen of the Iceni people, who led an uprising against the occupying Romans, to the lesser known World War Two German aviator Hanna Reitsch, the book unveils the bravery of history's heroines, which was rarely recorded.

Dr Miles, who lives in Faversham, said women were systematically denied any coverage through the years.

"They always fought on the frontline side by side with men. It's a myth that men fought and women wept at home – men didn't do all that alone," she said.

"During times of plenty men could afford to keep women in a life of luxury. Some weren't allowed to leave the house.

"Beatrix Potter was one. She complained that she was always feeling faint because she was dying of boredom.

"Women were told they needed men to protect them, which wasn't true but the idea developed through civilisation."

Dr Miles, who wrote the international bestseller Who Cooked the Last Supper, said choosing which women to include was a hard task with a choice of hundreds.

"I went for variety and chose women from the three services; land, sea and air," she said.



PAST: Caterina Sforza (1462-1509) who directed the defence of Milan, to earn the nickname The Tiger

Dr Miles said one of her favourites was Lt Col Martha McSally who was in the US air forcxe and the first American woman to fly in battle since the lifting of the 1991 women in combat ban.

Dr Miles said she wanted people to get a sense of the exceptional courage of women through the ages.

"The idea that women are weaker and emotional is just an idea put in their heads over the years while they were oppressed," she said. "This may not change, but I want people to get a sense of women's resourcefulness and capabilities."

She admitted, however, there was still a long way to go where society still did not know the extent of female bravery.

"For example Celtic women taught men to fight. Women were customised to the rituals of birth and death so they took charge.

"Women are strong mentally. Strength isn't about size, it's mental attitude.

"Women are programmed to have babies and whether they want that or not they see that continuity in life. There is survival instinct there."

But Dr Miles admitted that society had not made much progress.

"Even now there are not that many women in senior positions in Parliament," she said. "I don't think things will ever really change. Men have never been known to give up power willingly.

"And most women don't actually want to take it. This view of women being weaker has suited many of them quite well and it's encouraged some to be lazy."

She also berated the behaviour of former Sky Sports pundits Andy Gray and Richard Keys, whose sexist remarks were exposed two weeks ago.

"It's a joke that they feel superior to women and probably to other men, too. They fancy themselves, but they're getting older, balder and fatter. They're insecure," she said.

"Men are insecure. Look at suicide bombers, they are men. You don't get women doing it because they are mentally stronger."

• ***Warrior Women will be published on Thursday, March 3.***

KCC roads chief loses his job in cabinet reshuffle

A SHAKE-UP of County Hall's cabinet has seen former road chief Nick Chard replaced.

Kent County Council leader Paul Carter announced the new line-up on Friday ahead of the re-organisation due to take place in April where senior staff will be culled and a new structure introduced.

The replacement of Cllr Chard, who was Tory cabinet member for environment, highways and waste for 18 months and previously finance member, was the only major change.

His deputy Bryan Sweetland takes over, but Cllr Chard will remain on the council and it is proposed that he will be chairman of the Health Overview and Scrutiny Committee.

Cllr Chard, who has had to deal with mounting problems with potholes and heavy snow and previously the Icelandic bank losses, said it had been a privilege working as cabinet member for environment, highways and waste.

"It has been an exciting time; two cold winters with heavy snow, thousands of potholes repaired, the start of the East Kent Waste agreement, two rail summits, great strides in environmental sustainability and a reduction in road casualties that exceeded Government targets," he said. "I wish my successor well. He will have similar challenges which officers, I know, will successfully take in their stride."

The new cabinet is Paul Carter as leader; John Simmonds, finance and procurement; Roger Gough, business strategy and support; Mike Hill, customer and communities; Sarah Hohler, education, learning and skills; Bryan Sweetland, environment, highways and waste; Kevin Lynes, regeneration and economic development; Graham Gibbens, older people's services (including public health); and Jenny Whittle, specialist children's services.





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Rare moth thriving on Kent's coastline

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

A COASTAL area of Kent has been identified as the last refuge for one of the UK's rarest species.

Dungeness and Romney Marsh were outlined as two of the most important wildlife sites in the country by Government advisor Natural England, due to the presence of larvae of the Sussex Emerald moth.

The caterpillars eat wild carrots, which grow on free-draining, vegetated shingle habitats such as those on the Shepway coast.

The area is already a Site of Special Scientific Interest (SSSI), which is a place outlined as a best example of wildlife and geology in Britain.

Natural England's latest report has unveiled the site as a wildlife haven, which has helped prevent the rare species from becoming globally extinct.

The document also praises the hard work of landowners, farmers and volunteers for helping to halt or reverse the process of decline seen at many SSSIs.

Alan Law, Natural England's South East regional director, said: "SSSIs are often all that stand between some of our most threatened species and extinction. By providing essential habitat they represent a life support system, the importance of which cannot be overstated.

"It's important to celebrate these last refuges and the species they sustain so we can ensure they receive the support they need."



THREATENED: The Sussex Emerald moth

In 2003, just 57 per cent of the UK's SSSIs were recovering from decline, but now 96.5 per cent are in a favourable condition, or getting there.

Mr Law said the revival was a real success story.

"We are under no illusions about the work that still needs to be done. It will take a number of years for some improvements to be fully realised, and longer still for these to be translated into widespread increases in wildlife populations," he said.

"Thousands of organisations and individuals have already played a part, and it is only through their sustained efforts that we can provide a more secure future for the extraordinary array of rare and endangered species found on SSSIs."

Minister for the natural environment Richard Benyon added: "Protecting and managing these special sites is a responsibility we must all share – for ourselves and for the benefit of future generations."

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Increase in child casualties on roads

THE number of children killed or seriously injured on Kent's roads has risen, new police figures have revealed, ***writes Marijke Cox***.

So far there have been 57 child casualties in this financial year – already more than the whole of 2009-10, which saw 49.

Of the incidents, 22 happened during school journey times, prompting Kent Police to step up enforcement over the next two weeks, targeting problem areas.

North Kent, Medway and Thanet in particular have seen an increase in youngsters under 16 involved in road incidents.

Although the number of children killed or seriously injured on Kent roads overall in the past 10 years has reduced by 60 per cent – exceeding the Government target of a 50 per cent fall by December, 2010 – the force said it would be educating drivers and youngsters to stop figures rising.

Inspector Paul Sellwood, from Kent Police's roads policing unit, said: "By stepping up our enforcement, working alongside our road safety partners, we aim to prevent any more families suffering the loss or injury of a child.

"We want to reduce the risk to child pedestrians by educating them on visibility, distractions – like using MP3 players and mobile phones while walking – and the best places to cross the road.

"In addition we want to reduce the risk by educating drivers on issues of speed, seatbelts, distractions and responsible parking."

Police officers will be enforcing the 'big four' motoring-related offences: speeding; not wearing a seatbelt; using a mobile phone while driving; and drink-driving.

Although the number of children involved in road incidents has risen, overall the number of people killed or seriously injured in Kent and Medway has fallen over the past year.

In 2009-10, there were 569 casualties, compared with 499 so far this financial year, up to January 5.

In addition, the number of motorcyclists killed or seriously injured has fallen from 143 in 2009-10 to 114 to date.

But Kent Police and the force's partners have stressed the importance of enhancing road safety, particularly to young people.

Steve Horton, from Kent Highway Services' road safety team, said: "It is crucial that children are allowed to develop appropriate coping strategies for when they are dealing with roads, so we deliver education activity and awareness-raising campaigns.

"Secondly, and most critically, we believe that drivers should not be surprised when children act like children and therefore may act erratically at the roadside."

Cabinet member for frontline services at Medway Council, Cllr Phil Filmer, said it was vital to get across road safety messages.

FACT FILE

Casualties involving children

	2009/10	2010/11
North Kent	4	10
West Kent	10	8
Mid Kent	4	4
Medway	8	10
East Kent	11	11
South Kent	11	12
Strategic road network (M20, M25)	1	2
TOTAL	49	57

HUNDREDS of anonymous calls tipping off police have helped contribute to the recovery of £6.2 billion of drugs and property.

The staggering amount was recovered through the global work of charity Crimestoppers International over the last 20 years.

Since April, last year, Kent's own division has received 1,100 calls leading to the capture of 198 criminals.

"We would like to thank the volunteers, partner agencies and funders who continue to support our work – and the members of public who made those calls," said manager Steve Mellers.

A PENSIONER has been ordered to pay back nearly £13,500 she defrauded from Gravesham council.

Beryl Chambers, of Pier Road, Gravesend, admitted five offences of benefit fraud for failing to disclose how much money she really possessed.

Judge Jeremy Carey told her: "You should be ashamed of yourself; there is no good reason for your actions.

"If other people who are short of money were to resort to dishonesty, then vast sums would be taken from the state dishonestly."

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Third crossing unites Estuary political foes

TOWN hall leaders from rival parties in Kent and Essex have united to take on their county councils in the fight against plans for a third Thames crossing, ***writes Marijke Cox***.

Gravesham council and Thurrock's unitary authority are opposing the proposed development, unveiled as part of Kent County Council's Growth Without Gridlock transport strategy. If the plan goes ahead, a £1 billion tunnel – paid for by toll charges – linking Chadwell in Essex to land east of Gravesend, will be built to ease pressure on the Dartford crossing.

At the launch of Kent's 20-year transport plan last month, KCC leader Cllr Paul Carter said it was time to see real transport investment in the county.

His Tory counterparts in Essex also backed the move. But in a cross-river, cross-party agreement, Tory leader of Gravesham council Cllr Mike Snelling, and the Labour leader of Thurrock council, Cllr John Kent, have vowed to fight the plans together.

Both argued that removing toll booths at Dartford and introducing automatic number plate recognition technology – as used for the London congestion charge – would be cheaper than a new crossing. Cllr Snelling said Kent and Essex had rejected the "simplest" solution.

"No-one doubts the need for extra capacity but it is obvious that increasing capacity at Dartford and getting rid of the toll booths would not only be cheaper but could ease congestion quicker," he said.

"The proposal would see marshland and countryside of international importance sacrificed and rural life threatened on both sides of the river. I am pleased we can stand alongside Thurrock to fight the scheme. This transcends party politics because it is about defending communities and goes to the very heart of the localism agenda itself.

"The views of the people most affected and their elected representatives must be sought and taken fully into account."

Cllr Kent supported his Tory rival, saying a new crossing should not be considered until all the alternatives had been implemented.

"Before going to the expense of building another crossing and blighting land on both sides of the river, the tolls should either be removed or replaced by number plate recognition," he said.

"In addition, the long-overdue improvements for junctions 30-31 [M25 Essex] must be carried out as soon as possible. If both these far cheaper options are taken the need for a new crossing will recede and give everyone time to consider sensible alternatives."

An independent study was commissioned by KCC and Essex council into the feasibility of a third Thames crossing, which recommended it should be between Chadwell and east of Gravesend.

KCC leader Cllr Paul Carter said: "The case for a new crossing is overwhelming. We need this to help develop the Thames Gateway, reduce congestion and improve the local economy by providing access to a potential 58,000 jobs and 53,000 homes.

"Dartford suffers frequent congestion and overloading with at least 15 major incidents and five bridge closures a year. This costs the UK £40 million a year and it will get worse.

"A new crossing would create 6,000 jobs and contribute £334m to the local economy per annum. It's a no-brainer. We must now get on with it."

The outcome will be determined by the Department for Transport.

PORT LYMPNE Wild Animal Park has started work on an ambitious project with the aim of to becoming a nationwide attraction by April.

The aim is to distinguish Port Lympne from sister park Howletts, at Bekesbourne, near Canterbury.

Thje focus will be expansion of the safari element. Until now, there have been 500 acres to explore on foot, with 100 acres taken up by the African Experience. The safari drive takes guests on a 90-minute journey to see animals including giraffe, rhino and wildebeest up close and in a natural habitat.

The changes will see the safari element increase to 500 acres and the remaining space split into four 'on-foot' zones, featuring exhibits and interactive displays.

Managing director Bob O'Connor said due to the scale of the park it was difficult for people to fit everything into one day and often animals were missed due to the park's steep inclines and vast enclosures.


Picture: CHARLOTTE JONES

He said: "The new format will overcome these problems and allow visitors to embark on a unique adventure, getting up close to wildlife while learning about the threats they face."

• Meanwhile, keepers at Howletts are celebrating the birth of an African elephant. After a 22-month pregnancy, the male calf finally arrived for mother Masa, the herd matriarch. The as yet unnamed male, pictured, was one of a pair of twins but the other calf did not survive. Twin African elephants are incredibly rare and the birth of twins in the wild will often result in the death of both mother and calves.

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Stories passed through centuries put into print

A COLLECTION of local legends passed down by storytellers through the generations has been turned into a book, ***writes Marijke Cox***.

Professional storyteller and author Tony Cooper brought together and recorded 31 traditional tales and mysterious stories spanning hundreds of years for the collection, Kent Folk Tales.

The 62-year-old, who lives in Sandwich, said he loves telling tales to audiences, but found writing the book more challenging.

"Audiences react; they give you a nod or a laugh, which encourages the storyteller, so at first I found it difficult writing on a screen," he said. "The computer says 'this sentence does not appear to have a noun' or 'have you considered rewriting that paragraph?'"

"Once I knew what I was doing, though, I really enjoyed it."

The book includes The Man Who Could Understand Animals – an old tale from near Dover – to A Kingsdown Romance, described as a fishy love story.

It also reveals the story of the youngest pickpocket in the world and the ghostly hitchhiker.

Mr Cooper said one of his favourite tales was The Mirror, which tells of a man who finds a mirror and believes his reflection to be a picture of his father as a young man.

"When he goes home his wife finds the mirror and looks into it and sees a picture of a beautiful woman – she thinks her husband has a fancy woman," said Mr Cooper.

He said his creativeness came from moving around as a child, as his mother was married to a man in the RAF.

"I always loved science fiction and spent a lot of time in libraries," he said. "When I was young I had meningitis and my mother thought it was fatal. When I came home from hospital all my clothes had gone, because she thought I was going to die.

"We then moved to Hong Kong and I caught encephalitis, so when I went back to school in Sandwich a teacher asked me what I wanted to do, I said I was going to die.

"He asked what I liked doing, and I said writing, so I worked selling newspapers and books in WH Smith.

"I later moved to Paris, where I was a street artist. I then became a farmer, and a landscape gardener."

Mr Cooper, who was diagnosed with multiple sclerosis some 30 years ago, was working in Covent Garden as a puppeteer when someone told him he was a good storyteller.

He made his way into a folk club to perform and it went down a storm.

Mr Cooper said he started storytelling in the 1980s, and last year was asked by a friend to write Kent Folk Tales.

He is also storytelling around the county, starting at the Tom Thumb Theatre in Cliftonville, Margate, on March 5.

• ***See www.tonycooper.net for details, Kent Folk Tales is priced at £9.99.***



STORIES TO TELL: Tony Cooper has preserved the county's folk tales in his book

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LETTERS

Airport lease sets precedent

I am responding within the public consultation period to the proposal by Biggin Hill Airport Ltd (BHAL) for a "temporary" extension to their lease, made by Bromley Council in order to extend opening hours and allow fare-paying passengers to use the airport.

I live with my family in Locks Bottom, BR6, under and to one side of the main approach to BHAL. I wish to object to any extension to the current airport opening hours. Already aircraft land after the times permitted by the lease and there has been an increase in rotary noise late at night and early morning, due to the refuelling of aviation emergency services.

Last year, my husband asked BHAL for their statistics regarding numbers of flights in and out of the airport from 2009 to date, and flight operations generally out of their permitted open times, and they have not responded. I believe they have ignored us because they are a private company, and not covered by Freedom of Information and other legislation.

I believe their application to extend and vary their lease conditions masks a back-door device to reach their real aim of paving the way to longer-term scheduled flight operations. Not only do I believe the Olympics next year is a red herring, simply to test the robustness of the lease conditions – I firmly believe their proposed £3 charge per passenger masks their real intent – to introduce more profitable scheduled flights – and bring it in under the radar in an attempt to establish their long-term goal of establishing such services in the public, nay even council conscience, as an airport for scheduled flights.

Bromley Council should realise that introducing scheduled services (by whatever name) is the holy grail for BHAL, and however the temporary extension, if granted, fares in profitability terms, BHAL will re-attack with the predictable "why can't we carry on" argument, and "spinning" local opposition. Using the Olympics and Paralympic Games as a reason is an underhand way of pressing for a fundamental change to the lease, which will only be in the interests of the company, its shareholders and fare-paying passengers. The local transport infrastructure is inadequate to support more passengers on more flights, using the biggest aircraft BHA can take.

I look to Bromley Council to say no to these proposals and support residents in the areas likely to be disadvantaged by any change in the lease, which increases flying beyond the parameters it has set, and which clearly has still enabled BHAL to turn in a good profit.

Alison McKechnie, Orpington

OPINION: FLYING WITHOUT WINGS

Medway Council leader **RODNEY CHAMBERS** believes the truth about London Mayor Boris Johnson's Estuary airport dream is that it will never become reality

WE'VE all heard the adage that if you say something often enough it will eventually become the truth.

I can only assume this is the Mayor of London's approach over his £40 billion Thames Estuary airport pipe dream. After all, no-one – including Kent and Medway residents, Government ministers, or leaders within the aviation industry – seems to want it. But, despite such vocal opposition, Boris Johnson will not drop his pie in the sky island airport scheme.



In his latest challenge to London's skies and all of us living in north Kent, the Mayor held a conference a few weeks ago on air capacity for the capital and the need for a new airport. Interestingly, despite pushing the plan over the past few years, a report written by Boris's Transport for London deputy chair, and released at the event, did not earmark the Thames Estuary as the desired location.

Instead, this would be put forward, along with numerous other possibilities, at a further conference later this year, the Mayor said.

Seasoned observers are not fooled. Make no mistake, this was a ploy to soften the ground and attempt to convince everybody that London and the South East needs a new hub airport off Kent and Essex.

With that in mind, I think we should consider whether a Thames Estuary airport is needed, or even wanted. Just last week, Steve Ridgway, Virgin Atlantic's chief executive, said 'No'. He stated it was not economically viable as it is on the wrong side of London. And Willie Walsh, the head of British Airways, has previously voiced his opposition to an island airport.

In addition to these industry giants, Medway Council received a letter from BAR UK – the aviation operators' organisation, which represents nine of the 10 airlines that serve Heathrow – last year. This said its members – which include Air France, BA, Qantas, KLM and Cathay Pacific – are against. And they gave 10 reasons why. You can read these in the news release section of our website, www.stopestuaryairport.co.uk.

That's the airline industry, then. But is the Government interested? Well, as the Prime Minister, the Chancellor and the Secretary of State for Transport have all given the estuary airport plan short change, I would guess not.

I understand the Mayor may have alluded to the fact that some in Government may be warming to the scheme. If that is the case, I can only assume he is setting his sights low, as those who will make the decision don't seem to think his idea a flyer.

I would say this answers the question about whether this airport is wanted, so is it needed? In the Mayor's airport capacity conference I referred to earlier, the only new information that came out was that Heathrow only served 157 destinations compared with 224 from Paris's Charles de Gaulle and 235 from Frankfurt.

The message was simple: Heathrow is full and London is losing to European rivals. Only a new hub airport will do.

Yet the mayor does not take into account all other airports in or near London, such as London City, Stansted, Luton and Gatwick. All of which mean London is actually joined to more destinations than any other city in the world. Then there are airports with spare capacity, which could be joined to the capital by high-speed rail link – a Government policy initiative.

These include underused Manston – with one of the longest runways in Europe and a high-speed rail link already nearby – and Birmingham International Airport. Its owners say it could double its capacity, which should be considered as the Government has already given the green light to a high-speed train service between the capital and England's second city.

It is clear to see that the Mayor of London's island airport scheme is undeliverable, unaffordable and unnecessary.

Boris now needs to listen to the views of the people of Medway and Kent, to Government ministers, and to the airline industry itself. And it is about time he realised that, no matter how often he says we need or want a Thames Estuary airport, this will not become the case.

KOS media COMMENT

Coalition must work to ease Pfizer blow

THE shock news that Pfizer is pulling out of Sandwich has left east Kent reeling.

The impact of one of Kent's biggest employers leaving the area is going to be felt by everyone in that corner of the county.

The local economy is bound to take a hard knock and any hope of a swift recovery from the downturn may well have flown out of the window.

That is unless the Coalition government does what it is promising and prioritises this case. This isn't just a few jobs lost, but potentially more than 5,000.

And not only will work go, but a state-of-the-art site with new multi-million pound research and development facilities will be left empty.

It must not be allowed to go to waste. In a perfect world, businesses needing a highly-skilled workforce will move in and employment will flourish.

But we don't live in a perfect world, so it's going to need a lot of hard work and determination to ensure investment is brought in and all those devastated by the job losses are given fresh career opportunities.

Government – on a central and local level – is promising to help all those affected and to attract new business before Pfizer leaves in two years' time. It is good that action is already being talked about.

If investment is secured before the company leaves, the impact on the local economy may not be as damaging as feared.

Proud to welcome the Gurkhas home

THE courage of Kent's Gurkhas has been recognised by the Prince of Wales.

It is only right that these brave soldiers are praised for risking their lives for this country. Just two years ago the former government tried to stop them securing equal settlement rights, a move overturned because of the UK's deep respect for them.

With their determination and extraordinary bravery, Kent is proud to be home to the Gurkha soldiers.

New hospital very welcome

It is great news that the new Pembury Hospital is taking its first patients.

Thanks to Tony Blair and Gordon Brown.

David Burgess, Hawkhurst

Lords a Tory safe house

David Cameron has promised his MPs that no-one will lose out as he pushes through boundary changes that will ensure that fewer Labour MPs and more Tories are elected at a general election. The move to reduce the number of MPs from 650 to 600 could see some headlong contests between present Tory MPs.

He has therefore promised that any of these who may be displaced will be given a place in the House of Lords – one they have identified will be Roger Gale, the MP for Thanet North. The older MPs, like Mr Gale, will then be willing to not fight it out, as they look forward to the unelected Lords, instead of retiring.

As Cameron reduces the democratically-elected House of Commons, he will create places for his cronies in the un-elected House.

The coalition says localism is important in everything they do – where do local people have a voice in this gerrymandering?

Anne Belworthy, Herne Bay

Disable phones on our roads

I am appalled, after four years of writing to the Government, insisting they instigated an attachment to be fitted to all vehicles, restricting any connection to mobile phones or internet whilst in a vehicle with the engine running. Still this lifesaver has been ignored. How many more lives have to be lost before they permanently stop this dangerous behaviour?

It is the right of innocent people not to have dangerous drivers on the roads.

It is also our human right not to have to accept this rude behaviour on all our buses.

I can remember when there was respect for others on public transport.

Come on! Let's have some sanity back on our roads. Stop these selfish people forcing their bad habits on to others and killing members of our families.

Carole Russell, Ramsgate

Fire system a little late

I worked on the latter stages of the building of the Channel Tunnel, and I could not understand at that time why there was no proper sprinkler fire protection system.

It was my view that the shuttles themselves should be able to contain a fire, for both the private car and truck-carrying wagons, but they couldn't.

However, fire safety was better in the shuttles which carried cars.

All motor vehicles carry fuel, much of it highly inflammable, and large quantities in the case of heavy trucks.

All it needed was a small leak dripping on to hot brakes, or exhausts, and there is the recipe for disaster.

With the open framework of the wagons, fire could easily spread, being fanned by the train's slipstream.

The freight trucks carry can be very flammable, too.

Serious fires within the tunnels have proved very costly to cope with, and terrifying for passengers. The decision to go ahead and install a sprinkler system seems to me to be an imperative one, even if it does come rather late in the day.

Ted Prangnell, Kennington.

Let's vote on crossing plan

The issue of whether we need a lower Thames crossing at Gravesend should be put to a local referendum of all the people in Gravesham.

As usual, Kent County Council's leader states that it is much needed, and that it will create many jobs.

Needed by whom? European truckers? Create jobs for whom? Polish bricklayers?

The best way to find out is to ask local people – the people of Gravesham should decide the matter on May 5, when we have to go to the polls for the other referendum.

Geoffrey Clark, secretary, UKIP Gravesham & Dartford Branch

BIRTHS, MARRIAGES AND DEATHS

Including family announcements in partnership with the Kent registration service

To register Births, Marriages and Deaths contact the Kent registration service on 0845 824 7400
For advertising announcement enquiries telephone Kent on Sunday on 01303 817150

BIRTHS

BATES
Matthew and Victoria are delighted to announce the birth of their daughter. Emmelia Holly Elizabeth was born on the 15th January 2011 at the William Harvey Hospital, Ashford, at 12:50pm, weighing 7lb 1oz.

CAMPION
Lyndsey and Darren of Ramsgate are delighted to announce the birth of their son Joshua Ian Campion, born on 7th January 2011 at QEQM weighing 8lb 2oz. A brother for Isabel and Phoebe.

COWLEY
Sienna Grace born on 22nd January 2011 weighing 6lb 10oz. Daughter to Gina and Alan.

DALLAS
Lee and Stevie of Sturry are pleased to announce the birth of baby boy Preston James Dallas, born 27th January 2011.

DAVISON
Max Finley born on 21st January 2011, weighing 10lb 2oz. Son to Inez and Nick Davison, brother to Scarlett Laura.

JACKSON
Skye Sophie Jackson born on 17th January 2011 weighing 5lbs 1oz. Beautiful daughter to Charlene and sister to Millie and Riley.

JONES
Jack William Jones born on 4th January 2011 weighing 6lb 3oz. Son to Joanna and Chris Jones of Dartford.

LETHAM
Michelle and Paul of Margate are delighted to announce the birth of their beautiful daughter Allexia Nicole Jet Letham, born on 4th January 2011 at QEQM weighing 6lb 8.5oz. Mummy and daddy's special little angel.

SHAW
Natasha and Andrew of Margate are delighted to announce the birth of their son Lycan George Kai Shaw, born on 17th January 2011 weighing 7lb 14oz. You are the miracle who we will love and treasure forever.

SKINNER
Fred and Claire of Herne Bay are delighted to announce the birth of their beautiful son, Ethan Frederick Skinner, on 25th January 2011. A new brother for Oliver and Imogen.

STANDEN-HUBBARD
Melanie and Kevin of Ramsgate are delighted to announce the birth of their son Noah Michael Standen-Hubbard, born on 14th January 2011 at QEQM, weighing 6lb 10oz. Welcomed by all the family with all the love in the world.

TOWNSEND
Kasey and Matthew of Margate are delighted to announce the birth of their daughter Freya Poppy-Scarlet Townsend, born at home on 24th January 2011, weighing 7lb 8oz. A sister for Lilia.

WADE
Henry and Rosemary Wade of Canterbury are delighted to announce the birth of Zachary Jack Wade, born 20th January 2011. He is looking forward to meeting a whole host of aunts, uncles and grandparents.

DEATHS

CHAPMAN
Joan Florence Chapman died peacefully on January 22nd, 2011, aged 85. Funeral service at Vinters Park Crematorium at 3:30pm on Tuesday 8th February.

DUFF
Passed away at home suddenly on 22 January 2011. Much missed by Ian, Jan and Lois.

GOOCH
Sheila Margaret Gooch, passed away on the 25th January 2011. Funeral Service at Charing Crematorium at 12:40 on the 8th February 2011. No flowers but donations to the Alzheimers Society, c/o Chittendens of Folkestone, 01303 246879.

SIMPSON
David Thomas Simpson sadly passed away on 21st January 2011, aged 63 years, surrounded by his wife and two children at the QEQM. Funeral service will be held at St Lawrence Church, Ramsgate, at 2:pm, then followed on by the interment at Ramsgate Cemetary. Flowers if wished care of H R Palmers.

STRINGER
Anthony (Tony) Stringer on 26th January 2011. Dearly loved husband of Linda and father of Lindsay and Russell. Funeral at Medway Crematorium on Friday 18th February 2011 at 2.40pm. Family flowers only, donations to Ellenor Lions Hospice.

TUCKEY
Mary Tuckey passed away in hospital on the 26th January 2011. Will be sorely missed by her son Jason and all her family and friends. Funeral at Vinters Park Crematorium on 9th February at 11am. No flowers please, donations if wished by cheque to Heart of Kent Hospice Macmillian Nurses Team, c/o Sears, 3 Fountain Lane, Barming, Maidstone.

Town doesn't need another station

Kent County Council has put in a bid to the Regional Growth Fund in support of Manston Airport. The bid is in three parts:
• Work to the railway line to London to bring the journey time to under one hour.
• Subsidy to an airline to run daily flights to a European hub airport,
• A Parkway station off the new road near Cliffsend.

I fully support the first. I have no problem with the second, if someone will fund it.

I have serious problems with the Parkway Station. The plan is bonkers – the new station will have a journey time of eight minutes to the airport, but Ramsgate Station could easily be rebuilt at a much lower price to allow access in the same time. I suspect a shuttle bus could do it in eight minutes when traffic is clear.

The existing station at Ramsgate could achieve 64 minutes Ramsgate to St Pancras.

The second issue is a station that could be marketed as improving access to the airport. This is a multi-million pound exercise that would deliver only marginal benefits, compared to the current situation. They are trying to justify it by arguing it is necessary to allow the faster journey time to London, but that is a fallacy.

Thanet people are fortunate that 80 per cent can walk to a station. Why would they want to use their cars a drive to a parkway?

Of course, Infratil will offer to throw in £500k. Wouldn't you, in return for a £20m investment in your private, for-profit enterprise? If they put that investment into improvements at Ramsgate station and a shuttle bus service they would save the taxpayer any further investments.

I believe they should make the line improvements talked about in the paper and invest in Ramsgate station by allowing passengers to exit on the Warre Rec side of the line, where a shuttle bus terminal would operate, and then use a new service road to allow the buses to exit via the swimming pool car park on to Newington Road and then Manston Road. I suggest you drive it and see how close this would come to eight minutes.

Also, if they want to increase car parking at Ramsgate Station they could then use the swimming pool car park.

Last but not least, Network Rail had plans to rebuild Ramsgate Station at a very modest price, in comparison to a new station. It would be modern, comfortable and give access to an airport shuttle bus in the way I suggest and then the existing station building could be converted to a 'business centre' making a contribution to local employment. The taxpayer would save money, the airport would be just as well served, local people would keep their station and it would create new jobs.

Cllr David Green, Ramsgate

Who is helping to retrain jobless?

Recent unemployment statistics show Swale as the second highest borough in Kent in terms of unemployed people at 3,025 – 3.6 per cent of the working population, higher than the UK average of 3.5 per cent and way above the 2.4 per cent for the South East. There are 1,000 young people between 18-24 unemployed in Swale – again the second highest in Kent

It is of particular concern to note that the unemployment rate in Davington Ward is 4.7 per cent. The North Preston estate, the largest in the town, does not even have a community hall, so no venue for groups to meet, access training, etc.

I see little or no evidence of any resources being put into Faversham to help people learn new skills or get into work, either by Swale Borough Council or Adult Education.

What are our representatives doing to provide training and encourage job creation for local people who are struggling to find work? Whilst any jobs are welcome, I don't just mean low-paid supermarket jobs.

Unemployment and redundancies are set to soar as a result of the reckless cuts being made by this Tory-led Government.

Swale Borough Council has made seven people redundant and not filled a further 19 posts – so not much hope in getting improved services for the people of Faversham and the surrounding area then?

Ash Rehal, Secretary
Faversham and Swale East Labour Party

Private threat to NHS facilities

No-one denies that aspects of the NHS desperately need reform and Andrew Lansley's health reforms do go some way to addressing some of those problems. One of these is the issue of public health, which becomes the responsibility of local government. It is still unclear how policy (and practice) will be divided up between KCC and the city/metropolitan councils. It is potentially a recipe for chaos!

However the principal tenet – the devolution of the £100 billion budget to GPs, provides a solution to nothing.

How can Mr Lansley believe it is a good idea to give GPs, with no management training, no financial expertise, no procurement skills – the responsibility of managing the local health economy? Surely no distraction from their roles as guardians of our health can be beneficial?

And if GPs choose not to undertake these managerial and logistical responsibilities, they are likely to be sub-contracted to ex-employees of the primary care trusts. So instead of 152 PCTs throughout England, we'll end up with hundreds, maybe even thousands of 'mini' PCTs which will exacerbate inequality and inconsistency.

The phrase "any willing provider" is the true sword of Damacles. This will allow any private organisation to compete with the NHS to provide services to GPs. In many cases these will be wealthy international healthcare organisations or major UK supermarkets – for whom a few years of undercutting will reap dividends. The NHS (funded by the taxpayer) does not have that luxury.

If patients are referred to private firms instead of centres of excellence such as our three acute hospitals, services may become no longer sustainable. There will be an inevitable drop in standards as profit rather than clinical excellence become the main driver. When things go wrong, or if private firms decide services are not profitable enough, the NHS might no longer have the specialists and/or facilities to take over.

There are of course ambitious GPs who are rolling up their sleeves. I only wish they were reaching for their stethoscopes rather than their calculators.

David Shortt, Herne Bay,

Don't sleep while NHS falls apart

Imagine going to your GP in a few years' time. You're in pain and need gall bladder surgery fast. Your GP examines you, inhales sharply and says: "I'm sorry, but would you mind hanging on until the new financial year? The surgery has run out of money."

This is the new NHS planned by the ConDem government.

The policies revealed in the Coalition's health white paper amount to nothing less than the end of the NHS. The Government's idea is to jump feet first into an American-style market-based health system. So what does that mean?

As most people understand it, the NHS is the organisation that provides their healthcare – it is the hospitals, doctors, nurses, the scanners, the prescription medicines, the ambulance drivers. When any of us receive treatment, we know we are in the hands of one big organisation that we trust.

The Government wants to change all that. Under its plans no hospital, no clinic, no district nursing service or mental health centre will be part of that organisation. They will all be converted into independent "social enterprises" called foundation trusts.

No doctors, nurses or therapists will work for the NHS. They will be made into employees of their particular institution.

Many NHS managers will lose their jobs and their roles will be outsourced. Primary care trusts and strategic health authorities will be abolished. All the unpopular decisions will be made by 'commissioning consortia' and private management consultants.

For the first time since 1948, private companies will have the same status as all these former NHS bodies, opening the door for them to make profits from illness once more. The NHS will be subject to laws on competition, meaning every service will have to be tendered and every bit of the health service will have to fight to survive. The admin involved will waste billions of pounds. There will be a new super-regulator called Monitor, a bit like Ofgem in the privatised utilities, whose job will be to enforce market discipline.

There will be no one organisation called the NHS. There will just be a brand, a blue logo, and a pot of money to buy treatments with. The taxpayer will still be funding health care, but there will be no unified health service.

To achieve this, the Government has to do the biggest NHS reorganisation since 1948. At the centre of the change is a move to so-called 'GP commissioning'. Big groups of GPs, perhaps 80 doctors, will get together to form a consortium which will then employ the same managers who have just been made redundant by Primary Care Trusts.

£80 billion of public money will be in the hands of these ad hoc consortia with no clear accountability. What will happen if your GP's consortium goes over budget? The Government has said it won't be bailed out, so the prospect of turning up at a GP surgery only to be told that you have to wait until the new financial year is very real.

But it gets worse. The Government has told the NHS to save £20 billion by 2014. GPs in their new role will be the ones having to make these cuts. The respect patients have for their doctor will be eroded when they learn that the latter is responsible for the local ward closure. And what if your GP's consortium decides to stop offering certain treatments to save money? Who would you go to if your GP told you they are no longer paying for hernia surgery?

The consequences of the White Paper are frightening, but it is not yet law. It can be stopped, but only if NHS staff and patients get the word out on what the policies mean and how they can be resisted. The NHS is the public's most valued institution – there's no support for the Government's dangerous plans, but there is a risk of the NHS being dismantled while the public is sleeping. NHS Supporters is a campaign you can join to make sure this doesn't happen.

NHS Support Federation, Brighton

Keep Kent Working! 2011 Campaign It's jobs for Kent

Employers urged to support apprentices

By **STEVE KNIGHT**

EMPLOYERS throughout Kent are being encouraged to show their support for the workforce of tomorrow as part of National Apprenticeship Week.

Running from Monday to Friday, the programme aims to highlight the talents and skills young people can bring to an organisation, and also to celebrate the value of apprenticeships.

Applications are also now open for the National Apprenticeship Awards, which are open to all organisations that employ apprentices, as well as to the apprentices themselves.

Rachel McKellar – South East regional director for the National Apprenticeship Service (NAS) – said: "I would urge all South East employers and apprentices to enter this year's awards.

"They recognise and reward employers and apprentices, and provide an opportunity to showcase their achievements on a regional and national basis.

"Every year it's breathtaking to see first-hand how these inspirational apprentices are making such a positive impact on their employers and on the local community."

Last year, 20-year-old retail management apprentice Holly Manley, from Dartford, was named National Apprentice of the Year.

The NAS says Holly is a shining example of how apprenticeships provide training to expand career horizons, having been promoted from supervisor to store manager at Superdrug in a matter of months.

She said: "Winning the National Apprentice of the Year 2010 has opened a lot of doors for me. It's amazing to be selected from all the apprentices nationwide, and such a boost to know that all your hard work is being recognised."

For this year's awards the NAS will be listing England's top 100 apprenticeship employers, as well as giving separate awards for the small, medium, large and macro employers of the year.

Entries close on March 25. Visit www.apprenticeships.org.uk/awards for more information.

Meanwhile, several Kent training providers are holding activities to help promote National Apprenticeship Week.

Canterbury College is hosting an interactive exhibition at Whitefriars in the city centre from Tuesday to Friday, covering a wide variety of courses on offer. These include childcare, accounting, and plumbing.

Student demonstrations will be held, with interest welcome from potential students, schools, parents and businesses.

MidKent College is holding an employer event promoting apprenticeships to local small and medium enterprises, as well as two open evenings for school leavers and those already in employment to discuss how to get on to an apprenticeship.

Finally, the Medway branch of Connexions – the Medway Youth Trust – will hold an open morning on Wednesday to advise young people on what apprenticeships are available, how much money they can expect to earn and more.

Visit www.apprenticeships.org.uk for more information.



VITAL TRAINING: Hairdressing apprentices get expert advice at Canterbury College

WHAT is your business doing to help Keep Kent Working?

Is it running an apprenticeship scheme to attract young workers? Are its employees being sent on training courses to aid their personal development? Or is it funding a university scholarship to help find the businessmen and women of the future?

Send your good news stories to steve.knight@kosmedia.co.uk or call 01303 817136.

National Trust offers trainees vital experience

THE National Trust is offering six-month work placements for unemployed young people at the former Kent home of Winston Churchill.

Since March last year, Chartwell in Westerham, near Sevenoaks, has taken on four trainees, who have become fully immersed in all areas of the estate's work, including gardening, website design and exhibition planning.

And while the scheme will come to an end next month, the National Trust will be taking on new trainees before the end of the spring.

One of those to have benefited is Jonathon Primmer, who is now working with the conservation team as well as researching for a new exhibition at Chartwell.

He said: "I was looking for any relevant employment to get my foot in the door, and I stumbled upon this trainee position.

"It has exceeded all expectations, providing me with training and practical, work-related experience so important to employers.

"I now see it as a vital part of my future employability."

Early last year, the National Trust embarked on the Future Jobs Fund scheme in conjunction with the Department of Work and Pensions, whereby a number of the trust's properties would take on young people aged 18-24 who have been out of work for more than six months.

The trust hopes the scheme will provide young employees with training and experience to better their chances of getting work.

Senior administrator Susan Rattray said: "We hope young people will see these posts as an opportunity to boost their skills in a unique environment."

Email sue.rattray@nationaltrust.org.uk or visit your local job centre for more information.



To advertise in this section **01892 779650**

Train & Retrain

Sponsored by KENT ADULT EDUCATION

Battle of bands could lead to music career

A COUNTY-wide 'battle of the bands' competition is being held to promote training and potential careers in the recording industry.

The Music Clash '11 contest is being run by Kent County Council and sponsored by Canterbury Christ Church University's Broadstairs campus, with support from Kent Music and the charity Rhythmix.

Winners will spend a day at the university's recording studios, where an expert sound technician will add some professional polish to their work.

They will also receive tips for succeeding in the music industry during a master class led by one of the professionals who teach at the campus.

Campus director Dr Andrew Gower said: "We're delighted to be sponsoring this important event and supporting Kent's young musical talent.

"The university is keen to encourage musical interest and talent at all ages, and we hope the experience of taking part in events like Music Clash will encourage our county's talented young musicians to take up opportunities for study – whatever their musical taste, style or background."

Young musicians from all genres are invited to upload a short video of an original piece of work to www.musicclash.kent.gov.uk, which will then be rated by the public over the next two months.

The top five entries will also win the chance to perform their songs at a live gig which will be filmed for the internet.

Cllr Roger Gough, Kent County Council's cabinet member for corporate support services, said: "This is a fantastic chance for all young people to get involved in Kent's thriving music scene.

"All participants will get great exposure and the winners will receive a real boost to their careers with insider knowledge from experts at Canterbury Christ Church University's Broadstairs campus."

Creating the light fantastic

DISADVANTAGED youngsters from Canterbury helped to create a 'light graffiti' exhibition, organised by the University for the Creative Arts (UCA).

The LightTAG project offered workshops throughout the South East, where participants were taught how coloured LED lights can create light drawings and animations through an innovative camera technique.

A launch event will be held at London's BFI on Friday, followed by a tour of galleries in the South East.

UCA visual artist Tine Bech said: "LightTAG has been a fantastic experience for everybody involved.

"The young people who participated have created a really visually engaging project.

"One of the project goals is to show youth culture in a positive light and increase the visibility of young people's voices, which I think we've achieved.

"We often forget that universities don't just award degrees, but connect with communities, with businesses and, in this case, with young people."



ILLUMINATING: Camera technique helped youngsters create 'light graffiti' and art

Skills course at Connexions

CONNEXIONS has been awarded the contract to deliver the Prince's Trust Team Programme in Kent.

The 12-week scheme is open to young people aged 16-24, who are currently looking to develop their confidence, learn new skills and get into work.

Courses are now available in Dover, Swale and Maidstone.

Chief executive Sean Kearns said: "The Team Programme has an excellent track record in helping people move into jobs, training or education, and we are delighted to be working with the Prince's Trust and Mid Kent College on this programme.

"The course offers an exciting challenge to those wanting to develop their skills and gain a nationally-recognised qualification."

The programme consists of a residential week, community project, CV writing and interview skills, work placements, fundraising and other practical experiences.

The course is free and will not affect those receiving jobseekers' allowance.

See www.connexionskentandmedway.co.uk or call 01622 683155 for more information.





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If you are interested in this exciting opportunity please send your C.V with a covering letter to: PO Box 482, Ashford, Kent. TN23 9PY

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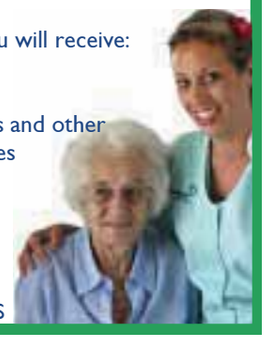
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The Coastal Services Division of Gardline Environmental Ltd provides a variety of survey and windfarm services and specialist vessels for contracts and charters. These include Windfarm Turbine Transfers, Hydrographic Surveys and Guard Boat duties. Due to the award of some major long-term contracts across the UK, we are seeking persons suitable for the following positions:

SKIPPERS

The ideal candidate must possess previous experience at sea on 10m to 20m vessels, using a variety of propulsion methods. As a minimum, an RYA Powerboat Level 2 Certificate and an ENG-1 medical certificate are required. A VHF, First Aid and sea survival certificates would be an advantage as would experience of training support staff in boat operations. We have several experienced support staff as well as those beginning their careers at sea, so your ability to encourage and guide is important.

The successful candidate must be able to demonstrate their boat handling skills, leadership qualities and problem solving abilities Your calmness, confidence and initiative will be key to your success as one of our skippers within our team.

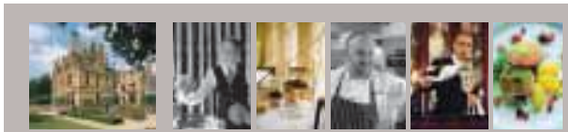
ABLE SEAMEN

In this role we are looking for individuals who have commercial and or leisure boat experience in an all-round support role. Your positive attitude and approach to the work and practical learning will be key to your success and progression. You must be someone who can accurately follow instructions and take responsibility for given tasks, working closely with and providing support to the Skipper regarding all aspects of vessel operations.

Working for Coastal Services, is physically demanding and will require nationwide travel and periods of time away at sea. We do operate on rotations appropriate to contract, usually 16 days on (including travel) and 14 days off, but for ALL the above roles you will need to be flexible and willing to work outside the core business hours on occasions. Ideally we are looking to recruit people from the localities of our contracts, but this is not essential.

If you are interested in working with us, please send your CV and Cover Letter via e-mail detailing your experience, skills and qualifications along with your availability to Allan Tucker, Project Manager at allan.tucker@gardline.com

Closing date: Thursday 10th February 2011



Hand Picked Hotels is a collection of 17 luxury country house hotels throughout the United Kingdom and Channel Islands.

HR ADMINISTRATOR

Based Brandshatch Place Hotel | £18k

Responsible for all HR administration for a designated group of properties, your duties will include setting up and updating personnel records in line with audit and data protection requirements, as well as administering the employee benefits system and assisting with recruitment of new staff members.

We are seeking a confident, pro-active and highly organised individual with excellent knowledge of Microsoft Office to deliver a first-class HR admin service.

ACCOUNTS ASSISTANT

Maternity cover | Based Sevenoaks | £17.5k

Working as part of a busy, friendly team, you will provide ledger and accounting support to both our head office and individual hotels, including supervising bought and sales ledgers, cash book reconciliations and assisting with month end procedures. Data reporting on a daily, weekly and monthly basis will also form part of your role.

You will have strong numeric skills, good Excel knowledge and demonstrate excellent attention to detail. Previous knowledge of Opera and Sage is desirable.

Please apply with CV and covering letter with current salary details to: Keely Dobinson at kdobinson@handpicked.co.uk

Closing date: 11th February 2011.

www.handpicked.co.uk

Hand PICKED HOTELS — BUILT FOR PLEASURE

Sparkle and Smile

- ★ ***Returning to work***
- ★ ***Looking for a new challenge***
- ★ ***Salary up to £18,500 per annum***
- ★ ***Full holiday entitlement***
- ★ ***Maidstone town centre location***
- ★ ***Bring your personality to work and let it work 4 u***

Call 01622 662 610 quoting REC500

S. Simmonds & Son Ltd
require a
Part-Time Manager
for the School Uniform shop
at Holmewood House School, Langton Green
4.5 hours per week, extra in school holidays.
Apply to: Marion West, 64 Calverley Road, Tunbridge Wells, TN1 2UG
01892 510123
marion@simmonds-ltd.com

Chefs and Commis Chefs
Part/Full Time
required for new exciting restaurant opening in Canterbury
For more information please call
Adrian on 07979 828292
Or email: itsandyjb@btinternet.com

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JobsforKent.co.uk
The smart way to find a job in the County

WELLNESS COACHES REQUIRED
We are a Health & Nutrition company looking for serious people who want to earn £500-£1000+ per month full/part-time working from home.
Full training and support available.
01622 671716

Deputy Manager
Belmont Sandbanks Care Homes

Residential EMI Care Home
New Romney – Kent / Full Time Permanent Role
Rates are Negotiable based on experience.

Exciting role for development - Deputy Manager Role at Local Care Home group.
The role is within an EMI Care home for the elderly.
The role is to develop alongside the Clinical Manager and existing Deputy Manager with the view to gaining experience to gain a more senior position in the future.
The role is for a person who wants a challenge and further their career in care.
Has to have experience in working in a supervisory or co-ordinator role with care staff, awareness of Dementia and NVQ Level3.
CV on submission and references required at point of acceptance. CRB will be carried out.

To apply please send your CV to: adam@belmontsandbanks.co.uk
Visit our website: www.belmontsandbanks.co.uk

TRADE SALES MANAGER
To be responsible for the running of our busy Trade Sales Office including processing orders, preparation of orders for production, collating deliveries, customer liaison and credit control. Good keyboard skills, a mature outlook to problem solving and ability to work on own initiative under pressure required.

Salary is negotiable depending on experience.

Closing date – 18th February 2011.

Please apply in writing with a CV to
Ron Twyman,
Piper Double Glazing Limited,
140 Newington Road, Ramsgate, Kent CT12 6PP
or by e-mail to ron@piperwindows.co.uk.

PIPER FITS FIRST TIME

Bluebird Care (Canterbury & Thanet) have immediate vacancies in the Canterbury area for ...

Domiciliary Care Workers
Must want to work to the highest possible standards, experience of caring for adults or children is desirable. You should be available for work mornings or evenings and alternate weekends and must have own transport. You will ideally have a relevant qualification or be prepared to work towards one. Uniform provided. £7.00 per hour weekdays £8.30 per hour Saturdays & Sundays. Mileage paid @ 30pence per mile.

Please telephone **01843 570638** or **01227 206473**; or email **Canterbury@bluebirdcare.co.uk** for an application pack stating which post you wish to apply for.

Community Researchers
Salary: £8.50 per hour

Do you have excellent people and communication skills; the confidence and ability to work independently; extensive knowledge of the local area and orchard farming community and; a clean driving licence and access to own transportation?

The Institute of Occupational Medicine (IOM) is a major independent centre of scientific excellence in the fields of occupational and environmental health, hygiene and safety. We are looking to recruit 2 individuals to assist with recruitment and liaise with participants in a scientific study of pesticide use in the surrounding areas of Canterbury / Maidstone. The study will include both orchard farmers and residents as part of its investigation.

The successful candidate will receive full training on the study and will be paid £8.50 hourly for time worked. Working hours will be flexible and subject to project needs and negotiation. IOM will cover all travel and expenses associated with the project.

For further information regarding the role please visit our website **www.iom-world.org/recruitment**

Closing date for applications is **18 February 2011**.
Interviews will be held on **4 March 2011**.

IOM



The future of local media
Be a part of an exciting and growing team developing our portfolio across Kent

Media Sales Executives - Field Based x3
Full Time permanent - Ashford and Weald
Full Time permanent - Tunbridge Wells and West Kent
Full Time permanent - Medway
KOS Media look for highly motivated people to create and sell multi-media solutions in our market leading portfolio including newspapers, magazines and digital sales.
We believe and pride ourselves in good customer service, professional marketing solutions and excellent business relationships. We provide innovative ideas that will in return give our clients real value and response.
Looking after and growing an existing customer base along with finding new business will form the basis of the job role. You will need to be a self motivated individual with sales experience, good communicator, tenacious and hard working to succeed in this environment.

Telephone Sales Executives x2
Maternity Cover fixed term 12 months
Full Time permanent
If you are highly driven, confident, a self motivated team player with good communication skills, who is able to work under pressure to deadlines and targets, in our fast paced and fun telesales department, then apply.
You will be office based and working with an existing client base of advertisers where customer service is paramount, but you must also be able to search out new business to develop and grow your territory revenues and opportunities.
We believe and pride ourselves in good customer service, professional marketing solutions and excellent business relationships. We provide innovative ideas that will in return give our clients real value and response.
Media experience is not essential as full training will be given.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply in writing with your CV and covering letter in the first instance to:
Ynez Coton, Commercial Director,
ARCHANT KOS MEDIA
Apple Barn, Hythe Rd, Smeeth, Ashford Kent. TN25 6SS
Or email ynez.coton@kosmedia.co.uk

Sales Manager
The Sales Manager will play a lead role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of client relationship management and should be proficient at sourcing leads, securing new revenue, delivering presentations, writing proposals, negotiating and closing.
The person we are seeking will be an energetic and enthusiastic individual with excellent sales skills,a self starter; highly motivated and will have excellent verbal and written communication ability.
You will need to demonstrate a proven sales track record, preferably from within media, will have a good understanding of the benefits of printed, online and live media and knowledge of the Kent marketplace would be useful.

Media Sales Executives Tunbridge Wells
KOS Media look for highly motivated people to create and sell multi-media solutions in our market leading portfolio including newspapers, magazines and digital sales.
We believe and pride ourselves in good customer service, professional marketing solutions and excellent business relationships. We provide innovative ideas that will in return give our clients real value and response.
Looking after and growing an existing customer base along with finding new business will form the basis of the job role. You will need to be a self motivated individual with sales experience, good communicator, tenacious and hard working to succeed in this environment.

Telephone Sales Executives x2 Ashford
You will play the key role in selling advertising across our market leading portfolio of newspapers, websites and mobile products.
Candidates may possess a track record in telephone sales, combining excellent communication skills, tenacity and the ability to build relationships.
Ultimately, we need an articulate and assured sales person with a structured and positive manner. Your might also be looking to enter media as a career within sale and this would be an excellent starting point.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:
Christine Davidson, Commercial Director
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road,
Smeeth, Ashford, Kent TN25 6SS
Or by email christine.davidson@kosmedia.co.uk

ARCHANT KOS MEDIA

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We are seeking a first class

THE KINDERGARTENS

Book-Keeper/Account Administrator

with an enthusiastic and committed approach, to work in our Head Office based in Marden, Kent to start as soon as possible

- A good working knowledge of Sage
- Excellent communication skills
- Ability to work as part of a team and to play a key role in this growing company
- Self motivated and organised
- At least two years' experience in a similar position

The Kindergartens are a family run group of successful and well established nursery schools situated in Central London

A competitive salary and conditions are offered

For further details and a full description of the post please email: nicky.peckham@thekindergartens.co.uk

The School is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment

www.thekindergartens.com

Public Sector

You can also find the latest jobs online: **www.jobsforkent.co.uk**

KOSMEDIA | Telephone: 01303 817040 | Fax: 01303 817004 | Email: appointments@kosmedia.co.uk | Online: www.jobsforkent.co.uk



To advertise in this section

01303 817040

Tele-Sales Consultant Educational Travel

Churchill House Summer Centres is an expanding business running English Language courses for young international students at residential centres throughout the UK. We need a non-group sales consultant at our Head Office in Ramsgate.

Your customers are agents and parents world wide. You need patience to explain our range of products, subtle negotiating skills to agree a best choice and a passion to win business to close the deal. You have a proven record of telesales success in a similar business (retail travel agency, tour operator), a high level of self-motivation and the capability to build lasting relationships based on trust and integrity.

This is a permanent position with a generous remuneration package tailored to attract the best. Full CV & current salary to: Greg Patton, Churchill House, Spencer Square, Ramsgate, CT11 9EQ greg@churchillhouse.co.uk

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The Folkestone academy

Required ASAP

HOUSE GUIDANCE & CARE MANAGER

Kent Scheme band 7 point 20 (within the range of 20 – 24)
Full time, permanent, 43 hours per week
Term time only plus 5 INSET days (which equates to £19,870 pa)

An exciting opportunity has arisen for a dynamic, enthusiastic and skilled Guidance Manager to join our successful team of House Guidance Managers. Pastoral Care and Guidance at the Academy are delivered through our eight unique Houses. The House Guidance Manager plays a pivotal role in supporting the welfare and care of the studentsin the House, working closely with the Head of House and as part of the wider team of Guidance Managers. In addition, House Guidance Managers undertake supervision and security duties on a rota basis.

We seek to appoint a Guidance Manager who will share our dedication and commitment to positive discipline, care & guidance of young people and who will build strong working relationships with students and their families.

Full details and an application form are available from our website: **www.folkestoneacademy.com** Alternatively contact Sally Taylor on 01303 842400 or via email: sally.taylor@folkestoneacademy.com

Closing date: 10 February 2011 at 5.00pm

The Folkestone Academy is committed to the safeguarding of children and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. The successful applicant will be subject to appropriate child protection screening including checks with previous employers and the Criminal Records Bureau. The Academy is an equal opportunities employer.

The Folkestone Academy, Academy Lane, Folkestone, Kent CT19 5FP
Tel: 01303 842400 ?Email: admin@folkestoneacademy.com

St. Lawrence College

CALLING ALL NURSES

Are you thinking about returning to work?
Do you have up to date clinical skills?
Then talk to us as we now have a vacancy in our professional Medical Care Team based here at the College.

St Lawrence College is a co- educational Independent School based in heart of Ramsgate and set within 40 acres of Grounds.

We require a trained Nurse with experience of minor injuries and ideally some immunization / pastoral care / counselling skills & health promotion, to work part time in our School's established medical centre. You will be working with Children from the ages of 3 to 18 years of age.

The hours of work are: 15 per week worked on Mondays, Tuesday & Thursdays 15.30 – 20.30 hours & every third Sunday for on call duties. This is a Term Time position only working for 34 weeks of the year and would ideally suit someone local to the School.

St Lawrence College is committed to safeguarding and promoting the welfare of children and young people and expects all members of staff & volunteers to share this commitment. Appointments are subject to an enhanced CRB Clearance and satisfactory references being obtained.

We are committed to equal opportunities and diversity and welcome applicants from all groups and communities.

Closing date for applications: 18th February 2011

Please send your completed application and covering letter together with your current salary level to:
The Human Resources Manager, St Lawrence College
College Road, Ramsgate, Kent. CT11 7AE
Or apply at: vacancies@slcuk.com
www.slc-uk.com

Teachers Needed

Primary, Secondary and SEN.

Capita Education Resourcing is the leading provider of educational staff throughout the UK.

Our dedicated and friendly Kent team can provide you with:

- ✔ Daily/weekly/termly supply opportunities
- ✔ Excellent rates of pay – paid weekly
- ✔ Free in-service training and CPD assessment
- ✔ Free use of resource centre
- ✔ An out-of-hours service

Even if you can only spare one day a week we would love to hear from you.

To find out more information and to register with us, please call us free on:
0800 731 6871
or email
enquiry.ers@capita.co.uk

CAPITA EDUCATION RESOURCING (Agy)

Committed to equal opportunities

Calling all Teachers & Cover Supervisors

Primary, Secondary and SEN Education

Our professional team can offer:
- Daily/weekly/termly supply opportunities
- Excellent rates of pay – paid weekly
- Free in-service training and CPD Courses
- An out-of-hours service 24/7

Whether you require daily, short term, long term or permanent roles across Kent and the SE we would love to hear from you.

To find out more information and to register with us, please call us on:
0845 450 1496 or email: kentteam@tltp.co.uk

TLTP Education

THANET COLLEGE

RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

HEAD OF BUSINESS RELATIONS

Salary Scale: **Basic salary £35k. Target achievement £40k and additional incentive payments up to £10k for 37 hours per week, all year**

The college is looking to recruit a Head of Business Relations to manage a portfolio of existing customers and attract new customers through excellent customer service, sales and effective account management in line with the College business targets and service level agreements.

Job reference: **HBR001**

PROGRAMME LEADER IN HEALTH AND SOCIAL CARE

Salary Scale: **£29,413 - £34,817 for 37 hours per week, all year**

The college is looking to recruit a Programme Leader in Health and Social Care to ensure a well-organised high quality course or study programme that effectively meets the needs of the students.

The main duties of this role include teaching, tutorial work, curriculum development and planning and to lead a team of staff including coordinating the delivery of courses within the Health and Social Care programme area.

Job reference: **PLH&S001**

Closing date: **16 February 2011**

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Promoting Equality Preventing Discrimination

THANET COLLEGE

"Raising Aspirations, Developing Skills, Delivering Quality"

Do you have what it takes to be a College Governor?

Thanet College continues to build on the success and achievement of its students in a wide range of vocational courses, specialising in areas such as art and design, music, media and performance, engineering and technology, hospitality, care and business.

College Governors are members of the wide community served by the College who volunteer their senior level experience and skills for public benefit. They are responsible for the educational character and mission of the College, for the proper use of its resources and for safeguarding its assets. Governors are committed to the value of lifelong learning, the promotion of equal opportunities and maintaining standards.

We have a vacancy for a Governor serving on our Governing Body and Audit Committee. The successful applicant should have broad managerial experience and knowledge of organisations at a senior level and be conversant with financial procedures and/or audit processes.

Please apply in writing to:

Nicky Stevenson
Deputy Clerk
Thanet College
Ramsgate Road
Broadstairs
Kent CT10 1PN

The closing date for applicants is Monday 14th February 2011.

Please note: Previous applicants need not apply

Thanet College is committed to Equal Opportunities.

THANET COLLEGE

RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

Additional Support Tutor

The college is looking to recruit an Additional Support Tutor to be responsible for the support service for learners with Autistic Spectrum Condition and Language and Communication needs.

Salary Scale: **£25,589 - £30,205 for 37 hours per week, all year**

Closing date: **9 February 2011**

Interview date: **28 February 2011**

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'.
Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: AST001

Promoting Equality Preventing Discrimination

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The smart way to find a job in the County

JobsforKent.co.uk

Accountancy

Accounts Assistant

Sevenoaks
Salary £17.5k
Hand Picked Hotels is a collection of 17 luxury country house hotels throughout the United Kingdom and Channel Islands. Accounts Assistant Maternity cover | Based Sevenoaks | £17.5kWorking as part of a busy, friendly team, you will provide ledger and accounting support to both our head office and individual hotels, including supervising bought and sales ledgers, cash book reconciliations and assisting withmonth end procedures. Data reporting on a daily, weekly and monthly basis will also formpart of your role. You will have strong numeric skills, good Excel knowledge and demonstrate excellent attention to detail. Previous knowledge of Opera and Sage is desirable. Please apply with CV and covering letter with current salary details to: Keely Dobinson at kdobinson@handpicked.co.ukClosing date: 11th February 2011. www.handpicked.co.uk
To apply/more information:
Hand Picked Hotels
kdobinson@handpicked.co.uk
Quoting Job Ref: kos

Child Care

Cover Supervisors

All over Kent
Salary Negotiable
Calling all Teachers; Cover SupervisorsPrimary, Secondary and SEN Education Our professional team can offer: • Daily/weekly/termly supply opportunities • Excellent rates of pay - paid weekly • Free in-service training and CPD Courses • An out-of-hours service 24/7 Whether you require daily, short term, long term orpermanent roles across Kent and the SEwe would love to hear from you. To find out more informationand to register with us, please call us on:0845 450 1496 or email: kentteam@tltp.co.uk
To apply/more information:
London Teaching Pool Ltd
kentteam@tltp.co.uk
Quoting Job Ref: kos

Teachers

All Kent
Salary Negotiable
Calling all Teachers; Cover SupervisorsPrimary, Secondary and SEN Education Our professional team can offer: • Daily/weekly/termly supply opportunities • Excellent rates of pay - paid weekly • Free in-service training and CPD Courses • An out-of-hours service 24/7 Whether you require daily, short term, long term orpermanent roles across Kent and the SEwe would love to hear from you. To find out more information and to register with us, please call us on:0845 450 1496 or email: kentteam@tltp.co.uk
To apply/more information:
London Teaching Pool Ltd
kentteam@tltp.co.uk
Quoting Job Ref: kos

Customer Service, Call Centre

Telesales

Maidstone
Salary Negotiable
Sparkle; Smile Returning to work?Looking for a new challenge?**Salary** up to £18,500 per annumFull Holiday entitlement Maidstone town centre loczationBring your personality to work and let it work 4 u!Telesales based operation. Call 01622 662610 quoting REC500.
To apply/more information:
Theme Events
sjsainsbury@btconnect.com
Quoting Job Ref: REC500

HR, Recruitment

HR Administrator

Brandshatch
Salary £18k
Hand Picked Hotels is a collection of 17 luxury country house hotels throughout the United Kingdom and Channel Islands. rBased Brandshatch Place Hotel | £18kResponsible for all HR administration for a designated group of properties, your duties will include setting up and updating personnel records in line with auditand data protection requirements, aswell as administering the employee benefits system and assisting with recruitment of new staff members.We are seeking a confident, pro-active and highly organised individual with excellent knowledge of Microsoft Office to deliver a first-class HR admin service. Please apply with CV and covering letter with current salary details to:Keely Dobinson at kdobinson@handpicked.co.ukClosing date: 11th February 2011. www.handpicked.co.uk
To apply/more information:
Hand Picked Hotels
kdobinson@handpicked.co.uk
Quoting Job Ref: kos

Management, Senior Positions

College Governor

Thanet
Salary Volunteer
"Raising Aspirations, Developing Skills, Delivering Quality"Do you have what it takes to be a College Governor?Thanet College continues to build on the success and achievement of its students in a wide range of vocational courses, specialising in areas such as art and design, music, media and performance, engineering and technology, hospitality, care and business.
College Governors are members of the wide community served by the College who volunteer their senior level experience and skills for public benefit. They are responsible for the educational character and mission of the College, for the proper use of its resources and for safeguarding its assets. Governors are committed to the value of lifelong learning, the promotion of equal opportunities and maintaining standards. We have a vacancy for a Governor serving on our Governing Body and Audit Committee. The successful applicant should have broad managerial experience and knowledge of organisations at a senior level and be conversant with financial procedures and/or audit processes.Please apply in writing to:Nicky StevensonDeputy ClerkThanet CollegeRamsgate RoadBroadstairsKent CT10 1PNThe closing date for applicants is Monday 14th February 2011.Please note: Previous applicants need not applyThanet College is committed to Equal Opportunities.
To apply/more information:
Thanet College
personnel@thanet.ac.uk
Quoting Job Ref: kos

Nursing, Medicine, Care Work

Psychological Therapist

Ashford PTP
Salary £21,519 _Çô £27,849 pro rata
Psychological Therapist - Fixed Term for 6 months£21,519 - £27,849 pro rata - 20.81 hours per weekEssential Car User Allowance up to £1,239Based Ashford PTP KCA (UK) Psychological Therapy Providers (PTP) provides a wide range of high quality, innovative primary care mental health services. We offer a strong departmental framework with regular clinical supervision, line management, monthly team meetings and effective administration, along with opportunities for further training and career development.
The Ashford PTP team requires a psychological therapist to work in close collaboration with colleagues in a stepped care service. You will work in surgeries based in the local area and have a commitment to improving access to psychological therapies for people with depression and anxiety. A strong interest in Cognitive Behavioural Therapy (CBT) would be an advantage. The team also delivers EMDR, Brief Dynamic Interpersonal Therapy for Depression (DIT), Couple Therapy for Depression (CDT) and eligibility and interest in these areas and Interpersonal Psychotherapy for Depression (IPT) will also be useful. The base is located in the Live It Well Centre, a multi-agency partnership taking referrals from both primary and secondary care. For an informal discussion about the post please contact Liz Hamlin, Clinical Manager IAPT on 01233 639383. Applications and job descriptions can be downloaded from www.kca.org.uk. You can also email recruitment@kca.org.uk or call 01795 590795 and select option three. Please quote ref: 738.Closing date: 15 February 2011. Interview date: TBCKCA (UK) is committed to the principles of equality of opportunity for all. Charity no: 292824.
To apply/more information:
KCA (UK)
admin@kca.org.uk
Quoting Job Ref: 738

Transport, Logistics, Aviation

Class 2 LGV Moffett Driver

Maidstone
Salary £9 - £10 Per Hour
LGV C / HGV II Moffett Drivers required for on-going temporary work. All applicants must hold a current Moffett certificate as well as a digital tachograph card. Working Monday to Friday (days) up to 45 hours per week. PAYE or Limited Company Drivers welcome. Due to insurance, applicants must be at least 25 years old and have no more than 6 points for minor endorsements (no DRs or DDs). For further details please call Alex on 01622 664999.
To apply/more information:
Best Connection Agency (The)
maidstone@thebestconnection.co.uk
Quoting Job Ref: AH0001

KENT COUNTY COUNCIL

THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **Turner Contemporary Gallery, Rendezvous, Margate**

Applicant: **Duncan Healey**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey
Head of Registration
1st Floor, Invicta House,
Maidstone, ME14 1XX

PUBLIC NOTICE

Notice is hereby given that Sathiyamoorthy Mathiazhagan of 137 Winlaton Road, Bromley, Kent BR1 5QA, has applied to Dover District Council for the grant of a new off-license application. Hours for sale of alcohol: Monday to Sunday 6am until 11pm, for the premises of Parks Convenience Store, situated at 10 Park Avenue, Deal, Kent CT14 9AL.

Full details of the application can be viewed at the offices of the Dover District Council, White Cliffs Business Park, Dover (www.dover.gov.uk).

Any person wishing to submit representations to my application must give notice in writing to the address shown above, giving in detail the grounds of objection by 23rd February 2011.

It is an offence for anyone knowingly or recklessly to make a false statement in connection with a Licence Application. The maximum fine on summary conviction is £5,000.00.

To advertise in this section

01303 817040

KENT COUNTY COUNCIL

THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant a renewal of an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **The Tithe Barn, Court Lodge Farm, Lenham, Maidstone**

Applicant: **Ms Valerie Woolven**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the renewal of the grant of approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey
Head of Registration
1st Floor, Invicta House,
Maidstone, ME14 1XX

PUBLIC NOTICE

Notice is hereby given that Vodafone Limited and Telefonica O2 (UK) Limited are to apply to Ashford Borough Council for planning consent to erect a new installation at:-

Grass Verge, South side of Stanhope Road, opposite Crundale Close, Ashford, Kent, TN23 5RQ.

The proposed installation will be located on the grass verge on the south side of Stanhope Road, opposite Crundale Close (approximately 15 metres west of junction with access road into The John Wallis Church of England Academy).

If any person who believes and has evidence to support their belief that they have rights to the grass verge on Stanhope Road, please contact the person below:-

Brian Phillips, GVA,10, Stratton Street, London W1J 8JR. Tel:- 0207 911 2114.

Email brian.phillips@gva.co.uk

Comments should be made in writing before 16th February 2011.

KENT COUNTY COUNCIL

THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made by John Wilkinson, Old Tree Lodge, Old Tree, Hoath, Canterbury to Kent County Council, to grant an approval for a ceremony at this premise.

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper.

Objections should be sent to the following address

Giles Adey, Head of Registration
1st Floor, Invicta House, Maidstone, ME14 1XX

Highways – District of Sevenoaks

HEVER ROAD, EDENBRIDGE - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Hever Road, Edenbridge from Phillippines Close to outside Delaware Cottages.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to commence 26th February and last 3 weeks. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: New House Farm Road, Lydens Lane, B2026 Hartfield Road and B2026 Mill Hill.

The purpose of the closure is to facilitate installation of a new electricity supply.

STATION ROAD, SHOREHAM - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Station Road, Shoreham 5m from the railway bridge.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to last 5 days. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: Church Street, Shoreham, Filston Lane, Shoreham, Twitton Lane, Otford, Pilgrims Way West, Otford, Station Road, Otford and Shoreham Road, Otford.

The purpose of the closure is to facilitate installation of 15m of service cable.

Highways – District of Shepway

RECTORY LANE, BROOKLAND (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of works to carry out tree-cutting and aerial cabling, the Kent County Council intends to make an Order prohibiting through traffic on Rectory Lane, Brookland, on or after 9 February 2011 for up to 3 days or until the works have been completed.

The road will be closed between the junctions with Oldhouse Lane and King Street.

The alternative route is via Oldhouse Lane, Carter Lane and King Street.

The road will be closed between 9.30 am and 3.30 pm each day and re-opened outside these hours.

VARIOUS ROADS, ROMNEY MARSH (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of bridge inspections, the Kent County Council intends to make an Order prohibiting through traffic on Various Roads, Romney Marsh, on or after 14 February 2011 for up to 3 days or until the works have been completed.

The roads affected, dates of closure and alternative routes are as shown below.

Each road will be closed for 1 day, on or after the date shown, between 9.30 am and 3.30 pm.

Wenham's Lane, Old Romney will be closed at Yoakes Bridge on 14 February 2011.

The alternative route is via Eighteen Acre Lane, A259 Rhee Wall, A2070, Ivychurch Road and Wenham's Lane.

Gammons Farm Lane, Newchurch will be closed at Blackmanstone Bridge on 15 February.

The alternative route is via the road linking St Mary's Road with Newchurch and the road linking Newchurch with Lower Wall Road.

The **un-named road** between **Turnagate Cottage** and **Ashford Road** will be closed at Star Inn Bridge on 16 February.

The alternative route is via School Road and St Mary's Road.

Highways – District of Swale

HIGHWAYS ACT 1980 – SECTION 116 STOPPING UP OF LAND ADJACENT TO BYSING WOOD ROAD AND WESTERN LINK (B2045), FAVERSHAM

I AM GIVING NOTICE THAT the Kent County Council propose to make an application to the Magistrates sitting at Sittingbourne Magistrates Court on 7 March 2011 at 11.30am for an Order under Section 116 of the Highways Act 1980 to extinguish highway rights on the grounds that they are unnecessary on land adjacent to Bysing Wood Road and Western Link (B2045), Faversham as shown in red on the plan on deposit.

A copy of this notice and the plan referred to are on deposit, and can be seen during normal office hours, at the main reception of Kent Highway Services at Sessions, County Hall, Maidstone, Kent ME14 1XQ.

If you require further information or would like to discuss this matter, please contact Network Performance of Kent Highway Services in writing at the address given below, or by telephone on 08458 247 800 (24 hour contact centre).

Highways – Borough of Tonbridge and Malling

(BELL LANE, DITTON) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Bell Lane, Ditton on or after Monday 21st February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Oak Drive, Maple Close, Laburnum Drive, New Hythe Lane, A20 London Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies, pipe work and empty soakaways. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(NEW HYTHE LANE & KINGFISHER ROAD, LARKFIELD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on New Hythe Lane from north side of Fire Station access to a point approximately 50m north of the pedestrian crossing on or after Sunday 27th February 2011 for a period of up to 1 day or until such works are completed. Access to Kingfisher Road will be available via Lunsford Lane only.

The alternative route is via A20 London Road, Lunsford Lane, Leybourne Way, New Hythe Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Keith Jacobs on 08458 247 800.

(PADDLESWORTH ROAD, SNODLAND) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Paddlesworth Road from Paddlesworth Farm to St Benedict Road on or after Tuesday 22nd February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Stangate Road, Snodland Road, St Benedict Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies and pipe work. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(PHILPOT'S LANE, HILDENBOROUGH) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Philpot's Lane, Hildenborough on or after Monday 21st February 2011 for a period of up to 5 working days or until such works are completed.

The alternative route for westbound traffic is via Watt's Cross Road, B245 London Road, Morley's Road, Scabharbour Road, Scabharbour Lane and for eastbound traffic via Coppings Road, Compasses Road, B2027 Penshurst Road, High Street, Hildenborough Road, Rings Hill.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Robert Seggie on 08458 247 800.

(PLAXDALE GREEN ROAD, STANSTED) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Plaxdale Green Road from the junction of Labour In Vain Road for 180 metres northwards on or after Monday 21st February 2011 for a period of up to 19 days or until such works are completed.

The alternative route is via Labour In Vain Road, Tumblefield Road, Plaxdale Green Road.

South East Water apologise for any inconvenience caused by these works, which are necessary to install new pipe work. Should you require any further information for these works, the contact is David Winterburn on 01634 276362.

(SNODLAND ROAD, BIRLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Snodland Road, Birling from Langold House eastwards for 50 metres on or after Monday 21st February 2011 for a period of up to 1 week or until such works are completed.

The alternative route is via Stangate Road, Bull Road, Birling Road, Leybourne By-Pass, Castle Way, Malling Road, Hollow Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to replace a culvert to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

For further information, please contact Kent Highway Services, on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways

Kent Highway Services

Highways – District of Swale

HEARTS DELIGHT ROAD, TUNSTALL (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of the installation of a new electrical supply, the Kent County Council has made an Order prohibiting through traffic on Hearts Delight Road, Tunstall, on or after 21 February 2011 for up to 1 day or until the works have been completed.

The road will be closed in the vicinity of 'The Oast'. There will be no access for through traffic between the junctions with Bredgar Road and Park Drive.

The alternative route is via Hearts Delight Road, Hearts Delight, Bannister Hill, Borden Lane, Riddles Road, Minterne Avenue, Bradley Drive, Park Drive and Tunstall Road.

HIGHWAYS ACT 1980 – SECTION 116 STOPPING UP OF LAND ADJACENT TO BYSING WOOD ROAD AND WESTERN LINK (B2045), FAVERSHAM

I AM GIVING NOTICE THAT the Kent County Council propose to make an application to the Magistrates sitting at Sittingbourne Magistrates Court on 7 March 2011 at 11.30am for an Order under Section 116 of the Highways Act 1980 to extinguish highway rights on the grounds that they are unnecessary on land adjacent to Bysing Wood Road and Western Link (B2045), Faversham as shown in red on the plan on deposit.

A copy of this notice and the plan referred to are on deposit, and can be seen during normal office hours, at the main reception of Kent Highway Services at Sessions, County Hall, Maidstone, Kent ME14 1XQ.

If you require further information or would like to discuss this matter, please contact Network Performance of Kent Highway Services in writing at the address given below, or by telephone on 08458 247 800 (24 hour contact centre).

KATHERINE KERSWELL
GROUP MANAGING DIRECTOR
County Hall, Maidstone, Kent ME14 1XX

For further information please contact Kent Highway services on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways

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Chevrolet **Orlando**

YOU can't hide the fact that you will have to trade in that entertaining sports car or hot hatch of yours one day, for something a little more sensible.

Squeezing a child seat into the back of a Porsche 911 is deeply inconsiderate, though the thought of owning an MPV might give you sleepless nights.

But car manufacturers are perceptive in keeping up with our needs and wants, and Chevrolet has answered the above problem with the Orlando.

The rest of the Chevrolet range is a familiar sight in the UK now, and the quality of the product has been improving healthily with each new car. That bodes well for the Orlando (from £16,395), which not only has to cope with the quality of the opposition, but also the hard life that kids, dogs and life in general will throw at it.

It looks something of a cross between an SUV and a people carrier. The combination of big windows and an SUV-like height offers an excellent driving position.

Pushing buttons is no chore either, partly because the equipment level is good regardless of which model you choose but also because the cabin quality is the best yet to come from Chevrolet.

The design itself is smart, with a deliberate deep centre panel dividing the space between the two front seat occupants. Higher spec models have tasteful piano-black trim and leather on the steering wheel, all of which help to push up the classy feel.

Of greater importance to a buyer in this segment however is space, and the Orlando is certainly not short of it.

Three rows of seats mean this is a seven-seater with ease, and even with the third row in place there is a respectable 89 litres of boot space on offer.

Drop to five seats and this goes up to a generous 727 litres, and a giant 1,487 with two rows folded.

Apart from space, equipment and good value the Orlando has other talents. For a start, the 2.0-litre diesel is exactly what you would expect from a good quality, modern unit. There is power easily accessible through much of the rev range, and the gearchange on the standard six-speed unit is slick.

But even more surprising than that is the way the Orlando responds to your inputs. The steering isn't mushy or vague, and the suspension being slightly firmer than you might expect means it won't loll around in corners either.

It has not become a hot hatch and it will still swallow bumps without upsetting everyone on board, but the fact that it will do as it is told rather than vaguely reinterpret your actions is a rare commodity in MPV-land.

It makes a difference, and difference is what this Orlando offers. There is a huge choice of seven-seaters out there for a range of budgets, but not every driver will be happy with a soulless box. Thankfully for those of you with a little more personality and a keen eye for a bargain, the Orlando has arrived.

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Ex-Demonstrator SALE NOW ON

SEAT

Ibiza
1.4 Sport 3-Door Hatchback 2010
from £9,295
on the road
was £12,570
now £9,295
save £3275



Altea
1.9 TDI S 5-Door Hatchback 2010
from £12,995
on the road
was £16,190
now £12,995
save £3195





Leon
1.9 TDI S 90PS 5-Door Hatchback 2010
from £11,795
on the road
was £15,590
now £11,795
save £3795

For illustration purposes only



Exeo
ST 2.0 TDI SE CRDI 5-Door Estate 2010
was £22,265
now £16,995
save £5270
from £16,995
on the road

Motorama

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SEAT

10 60 SEAT Exeo ST 2.0 TDi SE Tech 5-door Estate in Black Magic. 3,500 miles. Was: £23,160 **Now: £18,995** Save £4,165!

10 10 SEAT Exeo ST 2.0 TDi SE CRDi 5-door Estate in Silver. 4,500 miles. Was: £22,265 **Now: £16,995** Save £5,270!

10 60 SEAT Leon 1.6 TDi CR Emocion 5-door Hatchback in Luna Grey. 1,500 miles. Was: £18,020 **Now: £14,895** Save £3,125!

10 10 SEAT Altea 1.6 SE TDi CR Ecomotive 5-door MPV in Planeta Blue. 9,500 miles. Was: £18,980 **Now: £13,695** Save £5,285!

10 60 SEAT Altea 1.9 TDi S 5-door Hatchback in Track Grey. 3,000 miles. Was: £16,190 **Now: £12,995** Save £3,195!

10 10 SEAT Leon 1.9 TDi S 90 5-door Hatchback in Luna Grey. 2,500 miles. Was: £15,590 **Now: £12,795** Save £2,795!

10 10 SEAT Leon 1.9 TDi S 5-door Hatchback in Nayara Blue. 4,500 miles. Was: £15,590 **Now: £12,295** Save £3,295!

10 10 SEAT Ibiza 1.6 TDi CR Sport 5-door Hatchback in Luna Grey. 5,500 miles. Was: £15,000 **Now: £11,995** Save £3,005!

10 10 SEAT Leon 1.9 TDi S 90PS 5-door Hatchback in Luna Grey. 5,000 miles. Was: £15,590 **Now: £11,795** Save £3,795!

10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Black Magic. 2,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!

10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Luna Grey. 3,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!

10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Emocion Red. 3,500 miles. Was: £13,095 **Now: £10,695** Save £2,400!

07 07 SEAT Leon 2.0 FR TSi 200PS 5-door Hatchback in Black Magic Metallic. 34,500 miles. Was: £10,995 **Now: £10,495** Save £500!

10 60 SEAT Ibiza 1.4 SE 5-door Hatchback in Luna Grey. 2,000 miles. Was: £12,650 **Now: £10,395** Save £2,255!

07 57 SEAT Leon 1.9 TDi Stylance 5-door Hatchback in Zenith Grey Metallic. 29,000 miles. Was: £9,995 **Now: £9,495** Save £500!

10 10 SEAT Ibiza 1.4 Sport 3-door Hatchback in Emocion Red. 4,000 miles. Was: £12,570 **Now: £9,295** Save £3,275!

08 58 SEAT Leon 1.6 Emocion 5-door Hatchback in Emocion Red. 10,000 miles. Was: £9,795 **Now: £9,295** Save £500!

08 58 SEAT Leon 1.6 Emocion 5-door Hatchback in Crono Yellow. 21,000 miles. Was: £9,495 **Now: £9,195** Save £300!

07 07 SEAT Leon 1.9 TDi Stylance 5-door Hatchback in Black Magic Metallic. 37,500 miles. Was: £9,295 **Now: £8,995** Save £300!

08 58 SEAT Ibiza 1.4 16V SE 85PS 5-door Hatchback in Luna Grey. 17,500 miles. £8,295

07 07 SEAT Leon 1.9 TDi PD Stylance 5-door Hatchback in Luna Grey Metallic 54,561 miles. £7,995

08 58 SEAT Ibiza 1.4 SE 5-door Hatchback in Black. 19,000 miles. £7,995

08 08 SEAT Ibiza 1.4 Sportrider 5-door Hatchback in Zenith Grey, 17,000 miles. £6,895

07 56 SEAT Ibiza 1.4 Stylance 3-door Hatchback in Luna Grey, Automatic 17,000 miles. £5,795

Other makes

05 05 BMW Z4 3.0i SE 2-door Roadster/Convertible Tiptronic in Maldives Blue. 13,500 miles. £16,750

07 07 Vauxhall Vectra 1.9 CTDi Exclusive 5-door Hatchback Automatic/Tiptronic in Silver. 31,000 miles. Was: £8,295 **Now: £7,795** Save £500!

08 57 Skoda Octavia 1.6 FSi Classic 5-door Hatchback in Gold Metallic. 23,600 miles. Was: £7,995 **Now: £7,295** Save £700!

07 07 Renault Clio 1.4 Dynamique 5-door Hatchback in Mercury Metallic. 24,500 miles. Was: £7,295 **Now: £6,995** Save £300!

07 07 Skoda Roomster 2 1.4 5-door Hatchback in Deep Sea Blue. 23,000 miles. Was: £7,695 **Now: £6,995** Save £700!

08 08 Renault Twingo 1.2 GT 3-door Hatchback in Black. 12,000 miles. Was: £6,995 **Now: £6,395** Save £600!

07 07 Renault Modus 1.4 16V Dynamique 5-door Hatchback in Antique Green. 10,800 miles. Was: £6,995 **Now: £6,295** Save £700!

07 07 Vauxhall Agila 1.2 Design 5-door MPV in Star Silver. 9,800 miles Was: £6,495 **Now: £5,995** Save £500!

07 57 Ford Fusion 1.4 Style Climate 5-door Hatchback Automatic in Tonic Blue. 17,500 miles. £5,995

07 57 Renault Scenic 1.6 Dynamique 5-door Hatchback Automatic in Pearl Black. 35,800 miles. £5,995

08 57 Ford Ka 1.3 Zetec Climate 3-door Hatchback in Ocean Blue. 26,500 miles. £5,495

05 05 Vauxhall Astra 1.8 Club 5-door Hatchback in Star Silver Metallic. 34,500 miles. £4,995

07 07 Proton Gen-2 1.6 GL5 5-door Hatchback in Passion Blue. 28,000 miles. Was: £4,695 **Now: £4,295** Save £400!

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57 Ford C-Max Estate 1.8 Style 5dr

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SAVE £1500
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	WAS	NOW	SAVE
55 FORD FOCUS PETROL HATCHBACK ZETEC (2005) 5 DR HATCHBACK 2.0 DURATEC 145 PS STA 12414 MILES	£5999	£3999	£2000
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR (2008 -) 15610 MILES	£9499	£7999	£1500
58 FORD FOCUS DIESEL ESTATE 1.8 TDCI ZETEC 5DR (2008 - 2009) 20429 MILES	£9999	£8499	£1500
09 FORD FOCUS DIESEL HATCHBACK 2.0 TDCI TITANIUM 5DR (2008 - 2010) 18890 MILES	£11999	£9999	£2000
09 FORD FOCUS DIESEL HATCHBACK 1.6 TDCI TITANIUM 5DR [110] [DPF] (2008 -) 18164 MILES	£11999	£10499	£1500
08 FORD FOCUS 2.5 ST-3 3DR 0 MILES	£13999	£13299	£700
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR (2008 -) 15610 MILES	£8999	£7999	£1000
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR (2008 -) 15610 MILES	£8799	£7799	£1000
09 FORD FOCUS HATCHBACK 1.6 STYLE 5DR (2008 -) 14960 MILES	£7999	£6999	£1000
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR (2008 -) 15610 MILES	£8799	£7799	£1000
10 FORD FOCUS DIESEL HATCHBACK 2.0 TDCI ZETEC S 5DR (2008 - 2010) 18440 MILES	£16999	£15599	£1400
57 FORD C-MAX ESTATE 1.8 STYLE 5DR (2007 - 2010) 14821 MILES	£7999	£6499	£1500
57 FORD C-MAX ESTATE 1.8 STYLE 5DR (2007 - 2010) 14821 MILES	£7999	£6499	£1500
57 FORD C-MAX ESTATE 1.8 STYLE 5DR (2007 - 2010) 14821 MILES	£7999	£6999	£1000
57 FORD C-MAX ESTATE 1.6 STYLE 5DR (2007 - 2010) 14476 MILES	£7999	£6999	£1000
07 FORD C-MAX ESTATE 1.8 STYLE 5DR (2007 - 2010) 14821 MILES	£7799	£6999	£800
57 FORD C-MAX ESTATE 2.0 ZETEC 5DR AUTO (2007 - 2010) 17012 MILES	£7999	£6999	£1000
59 FORD FIESTA PETROL HATCHBACK EDGE [2010.5] 3 DR 1.25 82PS STAGE V [-] 12705 MILES	£8999	£7499	£1500
59 FORD FIESTA PETROL HATCHBACK EDGE [2010.5] 3 DR 1.25 60PS STAGE V [-] 12314 MILES	£8999	£7499	£1500
59 FORD FIESTA PETROL HATCHBACK EDGE [2010.5] 3 DR 1.25 60PS STAGE V [-] 12314 MILES	£8999	£7499	£1500
10 FORD FIESTA 1.4 TDCI ZETEC 5DR	£11999	£10499	£1500
56 FORD FIESTA 1.4 TDCI ZETEC 5DR [CLIMATE]	£5999	£5499	£500
57 FORD FIESTA 1.4 TDCI ZETEC 3DR [CLIMATE]	£5999	£5499	£500
10 FORD FIESTA DIESEL HATCHBACK EDGE (2009) 5 DR 1.4 68PS TDCI [-] 14130 MILES	£11999	£10499	£1500
10 FORD FIESTA DIESEL HATCHBACK ZETEC S [2010.5] 3 DR 1.6TDCI 90PS STAGE V [-] 16315 MILES	£12999	£11999	£1000
10 FORD FIESTA DIESEL HATCHBACK ECONETIC (2009) 5 DR 1.6 TDCI 90 + DPF [-] 15188 MILES	£12999	£11999	£1000
57 FORD FIESTA HATCHBACK 1.25 ZETEC 5DR [CLIMATE] (2005 - 2008) 9655 MILES	£6999	£5999	£1000
58 FORD KA 1.2 STYLE+ 3DR	£7499	£6999	£500
09 FORD MONDEO DIESEL HATCHBACK 2.2 TDCI TITANIUM X 5DR (2008 - 2010) 27091 MILES	£13999	£12999	£1000
09 FORD MONDEO DIESEL HATCHBACK 2.0 TDCI TITANIUM X 5DR (2007 - 2010) 23205MILES	£13999	£12999	£1000
59 FORD MONDEO DIESEL HATCHBACK 2.0 TDCI TITANIUM 5DR [140] AUTO (2008 - 2010) 25236 MILES	£13499	£12799	£700
57 FORD MONDEO PETROL HATCHBACK EDGE [] 5 DR 1.6 DURATEC 125PS [-] 14438 MILES	£8499	£7999	£1000
57 FORD FUSION PETROL HATCHBACK FUSION + [2007.25] 5-DR 1.6 100PS [-] 12317 MILES	£6999	£5999	£1000
57 FORD FUSION PETROL HATCHBACK ZETEC (2006) 5-DR AUTO 1.6 100PS [-] 10750 MILES	£6999	£5999	£1000
08 MINI COOPER 1.6 3DR 0 MILES	£11999	£9999	£2000
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR (2007 - 2008)	£3999	£3499	£500
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR (2007 - 2008)	£3999	£3499	£500
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR (2007 - 2008)	£3999	£3499	£500
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58 Plate. Fiat 500 1.3 MultiJet Sport 3-Dr Hatchback
Finished in Pasodoble Red with a Grey Velour - Leather interior, 27,100 miles. £9,795

51 Plate. BMW 3 Series 2.5 325Ci 2-Dr Convertible
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55 Plate. Peugeot 407 SW 2.0 HDi 136 SE (Luxury)
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10 10	CORSA 1.3 CDTI ENERGY 3DR, Glacier White, 2,800 miles	£10995	£10395
10 10	CORSA 1.2 ENERGY 5DR, Metro Blue, 2,925 miles	£9995	£9495
10 10	CORSA 1.4 SE 5DR, Beach Green, 4,740 miles	£10995	£10495
10 10	CORSA 1.2 ENERGY 3DR, Star Silver, Del miles	£9495	£8995
10 10	CORSA 1.2 ENERGY 3DR, Metro Blue, Del miles	£9495	£8995
10 10	CORSA 1.2 ENERGY 3DR, Silver Lake, Del miles	£9495	£8995
10 10	CORSA 1.2 ENERGY 3DR, White, 2,734 miles	£8995	£8795

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10 10	ASTRA 1.6 ACTIVE 5DR, Star Silver, 5,010 miles	£11495	£9995
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10 10	NEW MOVANO 2.3 5DR, Halo Silver, Del Miles	£17995+VAT	£16995+VAT
10 10	VIVARO LWB 2.0 5DR, Glacier White, 7,350 miles	£11995+VAT	£11495+VAT
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FIRST GEAR

Compiled by Steve Loader



Polo price cut to carry on 2010 sales drive

VOLKSWAGEN will energise the supermini sector for the next two months with top offers on its award-wnning Polo, to follow up on a successful 2010.

Until March 31, all versions of the 2010 European Car of the Year – apart from GTI hot hatch and BlueMotion eco warrior models – are available to private buyers with £500 off – starting with the entry-level Polo S 1.2-litre three-door at £9,495.

It also means that PCP (personal contract purchase) deals with Volkswagen Finance start at just £99 per month, including up to three years' free servicing.

The latest and fifth generation Polo was launched in October 2009 and has also been voted World Car of the Year 2010.

The car's growing reputation helped the Polo to its best-selling year in the UK since 2003.

Cut-price high-spec new Lancer



MITSUBISHI has launched a new high-value special edition Lancer model, the petrol-engine 1.5 Juro (£14,749).

Based on the current mid-range Lancer 1.5 GS2, it gains black leather upholstery and a Kenwood integrated sat nav system, which includes a reversing camera as standard.

It also brings Bluetooth connectivity, i-Pod connection, 16-inch alloys, climate control, leather steering wheel with audio controls, electric windows, powered and heated door mirrors, and metallic paint with colour-keyed rear spoiler.

On the safety front it also comes with front, side, curtain and knee airbags and a Euro NCAP five-star safety rating.

Extending the eco range at Vauxhall



VAUXHALL has announced a 'first' by offering eco models across its entire five-strong van range.

Carrying the brand's Ecoflex label, the line-up now includes two new Luton-built Vivaro Ecoflex panel van 2.0-litre diesels, at 90PS (88bhp) and 115PS (113bhp) both with low CO2 outputs for their sector of just 185g/km, despite having payloads of up to 1,254kg.

The duo complement the recently-launched Corsavan Ecoflex 1.3CDTi Start/Stop which emits a miserly 105g/km CO2.

At the other extreme in bulk and offering best-in-class CO2 output of 202g/km, is the 3.3 tonne Movano Ecoflex, while Astravan and Combo Ecoflex models complete the Vauxhall range.

Vauxhall Commercial Vehicles' brand manager Steve Bryant said: "Green credentials are becoming a higher priority for customers looking to reduce the carbon footprint of their vehicles."

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Vehicles shown feature metallic paint at extra cost (Spark, Aveo at £375 and Cruze, Captiva at £410). 5 year warranty up to 100,000 miles, expires whichever occurs first. This offer excludes Chevrolet's standard Customer Care Commitment for a 2 year unlimited mileage manufacturer's warranty and third year manufacturer's warranty with a 60,000 mile limitation. The warranty excludes wear and tear and serviceable items and the vehicle has to be serviced in accordance with the manufacturer's servicing schedule. *Savings shown are against recommended retail price at time of publication. Calls may be recorded and monitored for training purposes. Prices correct at time of press.

Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions (g/km). Aveo 1.4 LT 5dr: Urban - 35.8 (7.9), Extra-urban - 60.1 (4.7), Combined - 47.9 (5.9). CO2 emissions 140g/km. Captiva 2.0 VCDi LT 5-seat: Urban - 32.1 (8.8), Extra-urban - 45.6 (6.2), Combined - 39.2 (7.2). CO2 emissions 191g/km. Cruze 1.6 S 4dr: Urban - 31.4 (9.0), Extra-urban - 51.4 (5.5), Combined - 41.5 (6.8). CO2 emissions 159g/km. Spark 1.2 LT 5dr: Urban - 42.8 (6.6), Extra-urban - 67.3 (4.2), Combined - 55.4 (5.1). CO2 emissions 119g/km.

0362

Canterbury dealer planning three-pronged brand attack

by STEVELOADER





RUGGED DUO: (l-r) The Suburu Outback and Isuzu Rodeo form part of the new all-Japanese portfolio at Canterbury Mazda

LONG-established Canterbury Mazda has shaken up its partner brand line-up.

The site in Broad Oak Road is to relinquish the Hyundai brand in September – the Motorline group is tipped to take it on – but has already set-up two new marques in its place.

They are premium all-wheel drive brand Subaru and rugged Isuzu, which deals exclusively in pick-up trucks.

Along with Mazda they will create an all-Japanese brand array for the Canterbury firm, which is a standalone car dealership within the John Parker and Son steel group, owner of the huge site behind the car showrooms.

Complement

Canterbury Mazda dealer principal Kevin Ferrell was delighted with the acquisitions, selling a Subaru even before he had a chance to put up the new signs:

"The two brands complement the models in our long-running Mazda franchise," he told Driving.

"But they are also a good fit in other ways: the demographics for the Canterbury and rural east Kent area are right for the 4x4 dependability of the Subaru line-up, especially the rugged Outback and Forester models – some of the farmers around here will have fond memories of the little pick-up trucks that made the brand popular in the UK in the 80s.

"The CT post code area contains a lot of families who enjoy a rural lifestyle and country pursuits, go to horseshows and so on. The Subaru range still contains the racy 300bhp Impreza WRX, but it looks more discreet these days and is aimed at a more discerning performance driver, but we see our main market as rural buyers.

"The timing is good too with the impressive new diesel engine now available for those who are wedded to that fuel."

He added that Isuzu was also welcome and would be popular with local farmers looking for a workhorse, but he also expected the dealership's association with the ParkerSteel operation to pay dividends:

"Our parent company has a massive reach, not just in Kent; it has a database of 30,000 customers and many will be in the construction sector and looking for a tough 4x4 site vehicle."

Sales for both brands are already under way and work will start soon on a £50,000 refurbishment and signage.

Both new brands share the same Midland-based distributor, which should be pleased with the Subaru development particularly.

Just six years ago, Subaru's UK import base was re-located to a 28-acre purpose-built facility at Neats Court near the Port of Sheerness on Sheppey, after outgrowing its previous site in Gloucestershire.

The move coincided with rapid growth for the brand, which then suffered a setback as consumers starting switching more and more to diesels in the all-wheel drive premium sector.

Compounding the problem was Subaru's decision to remain loyal to the distinctive horizontally-opposed cylinder or Boxer engine layout that gives its cars good handling and perforance and underpins the marque's 'Uncommon' marketing pitch.

So, rather than buying in a diesel – though this would have entailed some re-working of its models – it opted to take time to develop a unique Boxer diesel engine, now driving a resurgence of interest in the brand.

With Canterbury Mazda adding it to its portfolio, Subaru now has a well-placed distributor for the whole of the east of the county – former franchise holder KAP at Folkestone having decided to concentrate on servicing and parts.

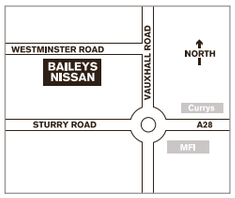
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DrivingReview



by STEVELOADER

CHIEF DRIVING CORRESPONDENT
steve.loader@kosmedia.co.uk

Kia Sportage

A Kia to buy for its style, not its value



CHANGE is a constant theme at Kia and in the motor market generally nowadays.

Five years ago, like many people, I might have said there is nothing more frustrating than something that looks like a four-wheel drive motor, but has just two wheels under power.

It conjures memories of that old fraud, the Matra Rancho of the 70s/80s – it should have been dubbed the Macho – created to capitalise on the buzz from the original Range Rover.

'Funky chunky'

Recently though, carmakers have found success with economical front-wheel drive designs that have what I call the 'funky chunky' 4x4 look.

A convenient label like 'crossover' has helped too, making the Nissan Qashqai and Peugeot 3008 big sellers in particular.

And so we come to the Kia Sportage, launched with a fanfare last year in arresting full spec 4x4 glory, but now available in big-selling front-wheel drive only versions too.

Not only does it exhibit how the market has changed, but also how Kia's image has been transformed in just a few years.

The Korean brand's previous two generations of Sportage were tough and worthy and offered tremendous value, the Mk II being offered latterly with the seven-year/100,000-mile warranty now standard on all Kias.

But its replacement is a Kia you can buy because you simply like it, without even considering that warranty and keen pricing from £17,015.

It is no coincidence that it is also the first Kia penned completely by former Audi design guru and TT creator Peter Shreyer.

He joined Kia four years ago, but new cars aren't sketched and then made overnight so Shreyer's influence was diluted until the arrival of the Sportage, which could prove to be as pivotal – at least, for now – in changing Kia's image as was the first TT for Audi.

I refuse to label it a crossover though, because the selling pitch there is how such cars straddle the family hatchback, medium MPV and compact SUV/4x4 sectors; the new Sportage is bigger and more striking and lacks the seating/cabin versatility of top crossovers like the Qashqai and the Skoda Yeti.

The rear seats, for instance, do not fold absolutely flat though the cargo space – with seats upright or flat – is good. It will also seat three across the back with good elbow, leg and headroom.

However, despite a big and tall body the Sportage feels nimble and well-sorted and can be pushed hard with just a bit of wallow on bends.

But if you think you need the big 2.0-litre petrol (161bhp) and diesel (134bhp) engines to wring the best out of it, think again.

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2006/56 PLATE PEUGEOT 407 DIESEL 1.6HDI SE 4 DOOR
in ice blue metallic with contrasting dark grey interior, cruise control, electric windows, air conditioning, remote control central locking, CD in car entertainment system, alloy wheels, multi air bag protection system, electric folding adjustable door mirrors, height adjustable front seats, auto wipers, auto headlights, factory fitted smart nav, onboard trip computer, front fog lights, this car is one owner from new with a full service history, offers great fuel economy and good value for money **£5,995**



2006/06 VAUXHALL ASTRA 1.6 CLUB, 5 DOOR HATCHBACK
in panacotter silver metallic with contrasting dark grey cloth interior, air conditioning, abs, multi air bag protection, coded stereo with CD player, multi function steering wheel, remote control central locking/alarm and immobiliser, electric windows, electric wing mirrors, with full serivice history and only one owner from new offered at only **£4,995**



2006/55 PLATE NEW VAUXHALL ZAFIRA 1.6 ACTIVE 7 SEATER
in ocean blue metallic with contrasting black cloth interior, ait conditioning, electric windows, alloy wheels, remote control central locking, 7 seats, CD in car entertainment system, drivers seat height adjustment, electric adjustable door mirrors, multi function steering wheel, multi air bag protection system, this car is the latest shape, one owner from new with only 21,000 miles and a full service history **£5,995**



2004/54 PLATE VOLKSWAGEN BEETLE Tdi DIESEL 3 DOOR
in stardust metallic silver with contrasting black cloth interior, air conditioning, heated front seats, front fog lights, electric windows, electric adjustable door mirrors, rear parking sensors, CD in car entertainment system, multi air bag protection system, front height adjustable seats, front armrest, this car offers great fuel economy and a real pleasure to drive **£5,995**



2005/05 PLATE SAAB 9-3 1.8 4 DOOR SALOON
in sunburst red with contrasting black cloth interior, air conditioning, remote control central locking, driver seat height adjustment, electric windows, electric adjustable door mirrors, CD in car entertainment system, multi air bag protection system, this car is one owner from new with full main dealer service history and is immaculate inside and out, offers great value for money **£4,995**



2005/05 PLATE PEUGEOT 407 DIESEL 2.0 Hdi S 4 DOOR
in ice blue metallic with contrasting dark grey interior, 6 speed gearbox, electric windows, air conditioning, remote central locking, CD in car entertainment system, front fog lights, multi air bag protection system, electric adjustable door mirrors, drivers seat height adjustment, this car offers great fuel economy and good value for money **£4,495**



2002/02 PLATE CITROEN XSARA PICASSO 1.6 SX 5 DOOR
in midnight black with contrasting dark grey cloth interior, air conditioning, power steering, central locking, electric windows, multi function steering wheel, electric adjustable door mirrors, front fog lights, CD in car entertainment system, drivers seat height adjustment, multi air bag protection system, rear passenger tables, underfloor storage compartments, front armrests, this family car offers great value for money and lots of space **£2,995**



2003/53 RENAULT ESPACE 2.2 DIESEL INITIAL 7 SEATER,
in magenta red metallic with contrasting sand leather/suede interior, air conditioning/climate control, factory fit satellite navigation, full panoramic glass sunroof, remote control stereo and CD multi changer, electric/ memory seats, abs, all round air bag protection, rear picnic tables and headrests, rear park distance control, new card start ignition system with remote control central locking/alarm and immobiliser, automatic screen wipers, automatic light control, front centre armrests, abs, automatic traction control, electric retractable wing mirrors, electric windows, rear blinds, an absolutely stunning 7 seater with lots and lots of extras, the highest spec you can get with more than enough space, full service history, be quick this is priced to sell at only **£5,995**



2000/W VAUXHALL ZAFIRA COMFORT 1.6 16V 7 SEATER
in silver metallic with contrasting dark grey cloth interior, air conditioning, electric windows, stow and go rear, 7 seats, headrests, all round stereo with CD player, electric windows, electric wing mirrors, roof rails, abs, fully colour coded, an excellent value 7 seater offered at only **£2,995**



2000/W PLATE VOLKSWAGEN GOLF 1.9 Tdi SE 5 DOOR
in metallic cosmos black with contrasting cloth interior, air conditioning, electric windows, remote control central locking, CD in car entertainment system, front armrest, height adjustable front seats, power steering, electric adjustable door mirrors, alloy wheels, multi air bag protection system, this car has only covered 51,000 miles from new with a good service history and offers great value for money **£2,995**



2004/54 RENAULT GRAND ESPACE AUTOMATIC DIESEL INITIAL 7 SEATER
in nightfire blue metallic with contrasting sand leather/suede interior, air conditioning/climate control, factory fit satellite navigation, full panoramic glass sunroof, remote control stereo and CD multi changer, electric/ memory seats, abs, all round air bag protection, rear picnic tables and headrests, rear park distance control, new card start ignition system with remote control central locking/alarm and immobiliser, automatic screen wipers, automatic light control, front centre armrests, abs, automatic traction control, electric retractable wing mirrors, electric windows, rear blinds, an absolutely stunning 7 seater with lots and lots of extras, the highest spec you can get with more than enough space, only 63,000 miles from new and full main dealer service history, be quick this is priced to sell at under trade of only £9,995 yes **£8,995**

ARRIVING SHORTLY

2001/51 PLATE RENAULT ESPACE THE RACE 7 SEATER
offered in stardust metallic silver with contrasting black cloth interior, alloy wheels, air conditioning/climate control, remote control stereo, reemote control central locking, electric windows, electric adjustable door mirrors, underseat storage compartments, front fog lights, this 7 seater has lots and lots of extras and with ony 62,000 miles from new shows really good value for money **£3,995**

PART EXCHANGES - NO SENSIBLE OFFERS REFUSED ON PART EXCHANGES

W REG HONDA ACCORD 2.0 VTEC SE, 5 door, green metallic, a/c, e/s/roof, e/windows, stereo, CD, pas, long mot & taxed **£995**
T REG CITROEN XANTIA 2.0 AUTO ESTATE, met blue, full black leather interior, air con, electric windows, pas, in car entertainment, mot & taxed **£995**
2000 (X) V W GOLF 1.6 SE, 5 door in racing green metallic, air conditioning, electric windows, remote control central locking, heated front seats, in car entertainment system, taxed & mot **£1,995**
P REG/1997 MAZDA 323 1.5 LXi 5 door in metallic red, alloy wheels, power steering, electric windows, this car has a mot and is taxed **£895**













I would advance the case of the entry level 133bhp 1.6 direct-injection EcoDynamics petrol model tested here. It is lively but smooth and comes with a crisp six-speed gearbox and an automatic stop/start system for urban use, both enabling it to average well over 40mpg.

You will pay more than £1,500 extra for its 114bhp 1.7 diesel equivalent and need to drive many miles before you claw back that cash through an average fuel consumption only 10mpg better.

And the annual road tax bill for the diesel is just £15 less.

Even at Sportage 1 spec level as tested here, the car comes laden with features including a USB/iPod connection, and the interior is as sharply styled as the exterior, though the plastics quality lets the side down in places.

I would trade up as far as you can afford, because the Sportage looks stunning with all the kit on; those wheel arches are designed for big 18-inch alloys and why not have the full leather treatment plus 4x4 too (from £21,255)? For this is a Kia to be proud of – buy it for itself, as much as the pricing and warranty.

DrivingPortfolio

KIA SPORTAGE 1.6GDi ECODYNAMICS £17,015

Driving appeal (OUT OF FIVE)	★★★★
Image	★★★★
Space	★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
How green?	★★★★
Road tax	£125/year
Best rival	Nissan Qashqai

TheVerdict

DON'T LIKE: the lack of rear seats that fold properly flat

NOT SURE: everyone will realise how much this car shows that Kia has come of age

REALLY LIKE: the style, vitality and promise of even greater things to come from Kia

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ALFA ROMEO

159, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote black, 30376 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

159, 2.4 JTDM LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

159, 1.9 JTDM 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £8000, Ramsgate, 0844 856 4496 (TRADE)

159, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, black, 30376 miles, £11000, Ashford, 0844 826 5918 (TRADE)

159, 2.4 JTDM LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Ashford, 0844 826 5918 (TRADE)

AUDI

A3, SE FSI, 2006, air conditioning alarm fitted cd player central locking electric windows full service history metallic paint multiple airbags remote central locking, mauve met. 24500 miles, £9500, Maidstone, 08448 759296 (TRADE)

A3, sport tdi, 2005, abs brakes alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows full service history immobiliser metallic paint multiple airbags power steering single cd player sports seats tinted glass trip computer heated door mirrors height adj drivers seat, atral silver, 20490 miles, £11000, Maidstone, 08448 759296 (TRADE)

CITROEN

A3, 1.6 Sports, 2004, abs brakes air conditioning central locking electric windows multiple airbags power steering adjustable steering column height adj drivers seat, silver, 60000 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

A3, 1.6, 2010, abs brakes air conditioning alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering traction control remote central locking, silver, 8367 miles, £15000, Canterbury, 0844 856 4494 (TRADE)

A3, sport tdi, 2005, abs brakes alarm fitted alloy wheels cd player central locking climate control drivers airbag trip computer twin airbags remote central locking multi functional tunepoint (i-pod and mp3 connection) height adj drivers seat, atral silver, 20490 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

A3, 1.9 SPORTBACK TDi SE, 2007, abs brakes alloy wheels cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover traction control adjustable steering column body coloured bumpers black, 52382 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

C3, Airplay, 2007, abs brakes central locking drivers airbag electric windows immobiliser power steering remote central locking isofix child seat points, blue, 33000 miles, £4352, Ashford, 0844 826 5918 (TRADE)

C3, LX, 2003, central locking drivers airbag electric windows immobiliser multiple airbags power steering, red, 69000 miles, £2400, Ashford, 0844 826 5918 (TRADE)

C3, 1.4i DESIRE, 2003, air conditioning cd player central locking electric windows multiple airbags power steering body coloured bumpers, black, 65000 miles, £3000, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, red, 50 miles, £12000, Ashford, 0844 826 5918 (TRADE)

C3, 1.4i SX, 2003, abs brakes air conditioning electric windows front fog lights twin airbags remote central locking remote audio controls, misty lilac, 71000 miles, £3000, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, blue, 50 miles, £11000, Ashford, 0844 826 5918 (TRADE)

C3, cachet, 2008, abs brakes air conditioning alloy wheels cd player electric windows front fog lights multiple airbags trip computer remote central locking isofix child seat points, non standard colour, 10400 miles, £6000, Ashford, 0844 826 5918 (TRADE)

C3, 1.6i 16v EXCLUSIVE Sensodrive, 2005, abs brakes air conditioning alloy wheels cd player electric windows front fog lights immobiliser metallic paint remote central locking, oriental blue, 19717 miles, £5000, Ashford, 0844 826 5918 (TRADE)

C3, XTR SENSODRIVE, 2005, alloy wheels automatic transmission central locking electric windows heated door mirrors, silver, 22500 miles, £4500, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, black, 50 miles, £12000, Ashford, 0844 826 5918 (TRADE)

C3, 16v, 2008, abs brakes cd player drivers airbag electric windows front fog lights half leather trim, blue, 55 miles, £12980, Ashford, 0844 826 5918 (TRADE)

C3, 16v, 2008, black, 54 miles, £12980, Ashford, 0844 826 5918 (TRADE)

C3, 16v, 2008, green, 55 miles, £12980, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, black, 50 miles, £12000, Ashford, 0844 826 5918 (TRADE)

C3, Desire, 2003, abs brakes air conditioning cd player central locking drivers airbag remote central locking, blue, 34861 miles, £4000, Ashford, 0844 826 5918 (TRADE)

C3, Airplay, 2007, abs brakes central locking drivers airbag electric windows immobiliser power steering remote central locking isofix child seat points, blue, 33000 miles, £4352, Canterbury, 0844 856 4494 (TRADE)

FIAT

BRAVO, 1.9, 2008, black, 55 miles, £13980, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.4, 2008, black, 55 miles, £10000, Ashford, 0844 826 5918 (TRADE)

BRAVO, Multijet Dynamic Eco, 2010, abs brakes alloy wheels cd player central locking cruise control immobiliser multiple airbags power steering, grey, 3585 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, Multijet Active, 2007, abs brakes air conditioning cd player central locking drivers airbag electric windows immobiliser power steering, silver, 31201 miles, £6495, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.4 T-JET ACTIVE, 2007, abs brakes air conditioning cd player electric windows immobiliser metallic paint multiple airbags power steering split folding rear seats tonneau cover trip computer front passenger air bag deactivation switch remote central locking, black, 11179 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, ACTIVE, 2007, abs brakes cd player central locking electric windows power steering, epic grey, 29000 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.4 Active 90ps, 2010, abs brakes air conditioning cd player electric windows immobiliser metallic paint multiple airbags power steering trip computer brand new ply-lining front passenger air bag deactivation switch remote central locking isofix child seat points a3x3 point rear seat belts height adj drivers seat space saver spare wheel, silver, 4000 miles, £12500, Canterbury, 0844 856 4494 (TRADE)

BRAVO, Dynamic, 2010, abs brakes bluetooth car kit cd player climate control electric windows power steering, blue, 7980 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, MULTIJET SPORT, 2010, abs brakes air conditioning alloy wheels bluetooth car kit cd player central locking diesel drivers airbag electric windows metallic paint leather interior power steering reverse parking aid tinted glass remote central locking, black, 3200 miles, £15000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.9, 2008, cd player drivers airbag, black, 256 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.9, 2008, black, 762 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.9 MULTIJET 150 DYNAMIC, 2007, abs brakes air conditioning alloy wheels bluetooth car kit cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, blue, 38205 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 120 Dynamic (Plus Motorparks Pack), 2010, abs brakes air conditioning alloy wheels bluetooth car kit drivers airbag electric windows front fog lights immobiliser multiple airbags power steering single cd player remote central locking isofix child seat points adjustable steering column, symphony blue, 10 miles, £17600, Canterbury, 0844 856 4494 (TRADE)

FORD

FIESTA, 1.6 Econetic TDCi, 2010, abs brakes alarm fitted bluetooth car kit cd player diesel drivers airbag electric windows immobiliser metallic paint power steering reverse parking aid trip computer twin airbags curtain airbags front parking sensors remote central locking multi functional tunepoint (i-pod and mp3 connection) panther black, 6350 miles, £11500, Canterbury, 0844 856 4494 (TRADE)

FIESTA, TDCI Zetec, 2009, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows single cd player trip computer remote central locking adjustable steering column height adj drivers seat, blue, 37000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Style (Climate), 2007, abs brakes air conditioning cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering, black, 26015 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Ghia, 2004, abs brakes air conditioning alloy wheels automatic transmission cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering, silver, 50264 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, TDCi Zetec (Climate), 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering, black, 42740 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, ST, 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows full service history half leather trim immobiliser traction control remote central locking quickclear windscreen remote audio controls, white, 17000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Style (Climate), 2008, abs brakes air conditioning cd player central locking drivers airbag electric windows immobiliser power steering remote central locking, silver, 47421 miles, £5200, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.4 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control drivers airbag electric windows front fog lights immobiliser power fold mirrors leather interior power steering reverse parking aid tinted glass traction control trip computer twin airbags curtain airbags front parking sensors remote central locking isofix child seat points auto headlights and wipers multi functional tunepoint (i-pod and mp3 connection) quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, frozen white, 9267 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.4 ZETEC, 2003, alloy wheels central locking drivers airbag electric windows front fog lights immobiliser metallic paint power steering, silver metallic, 69000 miles, £3000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.4 TDCI STYLE, 2010, abs brakes alarm fitted alloy wheels bluetooth car kit cd player central locking cruise control diesel electric windows full service history immobiliser metallic paint power fold mirrors power steering trip computer remote central locking multi functional tunepoint (i-pod and mp3 connection) remote audio controls, silver, 6045 miles, £9999, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Zetec 5 Dr 70PS DPF Stage V, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows immobiliser power steering, black, 8 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Edge, 2010, metallic morello, 1999 miles, £10379, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Edge, 2010, metallic ink blue, 4295 miles, £10250, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.6 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player cruise control drivers airbag electric windows front fog lights immobiliser metallic paint power steering trip computer twin airbags remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, silver, 3868 miles, £11500, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Zetec, 2008, abs brakes air conditioning alloy wheels central locking electric windows front fog lights multiple airbags power steering trip computer remote central locking, black, 39527 miles, £5564, Canterbury, 0844 856 4494 (TRADE)

MONDEO, 2.0 Zetec TDCi, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control diesel trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, sea grey, 3455 miles, £16000, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Titanium x, 2009, abs brakes alloy wheels immobiliser metallic paint, metallic chill, 25000 miles, £15000, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Edge, 2010, abs brakes alarm fitted cd player central locking diesel drivers airbag electric windows immobiliser power steering split folding rear seats remote central locking remote audio controls body coloured bumpers rear headrests 3x3 point rear seat belts, black, 20312 miles, £12700, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Zetec, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering split folding rear seats remote central locking multi functional tunepoint (i-pod and mp3 connection) remote audio controls body coloured bumpers rear headrests 3x3 point rear seat belts, blue, 20893 miles, £13350, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Zetec, 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking, silver, 43699 miles, £9000, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player central locking climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser power fold mirrors multi functional tunepoint (i-pod and mp3 connection) quickclear windscreen remote audio controls body coloured bumpers lumbar support rear headrests 3x3 point rear seat belts, silver, 22779 miles, £14000, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, 2.0 Zetec TDCi, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking isofix child seat points quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, moondust silver, 16690 miles, £13500, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, TDCI Zetec, 2009, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking adjustable steering column height adj drivers seat, grey, 37986 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

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11

New registration special feature

Why a new car makes sense



DOWNSIZING: Many buyers are swapping family favourites for funky compact MPVs like the Citroën C3 Picasso.

By **STEVE LOADER**

DESPITE economic gloom and doom, new car registrations managed to rise by nearly two per cent in 2010.

Admittedly, industry sources predict a fall of five per cent for the coming year, but the sound reasons why many people splashed their cash on a new motor last year have not really changed.

The big ticket item in anyone's budget, a new house, is not really an option in such uncertain times, but anyone who has a steady job and cash in the bank might fancy changing their car now.

Savings accounts are earning a pittance, so you might make more through big savings on a new car thanks to good deals from carmakers and forecourts desperate to deal.

There is a new realism about list prices anyway as manufacturers recognise that these fairly tale figures are a big deterrent to genuine private buyers, thereby outweighing their intended benefit to carmakers: to convince fleet buyers of fantastic bulk-buy discounts and also to give dealers room to manoeuvre on deals and part exchanges.

Other buyer incentives out there in a tough market include superb packages on finance – which banks simply won't match – insurance and servicing.

There are also outstanding warranties available such as Vauxhall's 'lifetime' guarantee on cars up to 100,000 miles.

Servicing deals often cost extra but can be very cost-effective, so ask about those if one is not offered.

Remember too that road tax also favours downsizing or changing to a leaner and meaner motor; most superminis and many family hatchbacks now qualify for zero road tax in year one and modest charges thereafter.



BEST SELLER: Vauxhall's stylish Astra was No2 in the UK sales chart last year

Petrol power is also coming back into the frame against diesel, particularly at the lower end of the market. The fuel itself is set to stay cheaper than diesel simply because oil refining capacity is geared more to the former.

Petrol engines are also cheaper to buy upfront and lighter, and while they still cannot compete on economy with diesels, it is the savings elsewhere that quietly add up: less wear and tear on tyres and front end mechanicals.

Diesels may have won over many sceptics with their good low-down power delivery, but small and efficient turbocharged petrol units are making a difference here now and, with the nimbleness of petrol power, make for more entertaining driving.

Petrol engine emissions are also being lowered steadily so their road tax and emissions credentials are far better.

Factor in all of the above and the sums start to add up on ditching something dated and less efficient in favour of a modern and more eco-friendly model.

• ***For more on '11 New Reg trends and buying tips, see inside.***

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Official fuel consumption in mpg (litres/100km) for the Škoda range: Urban 19.6 (14.4) – 68.9 (4.1), Extra Urban 36.2 (7.8) – 94.2 (3.0), Combined 27.7 (10.2) – 83.1 (3.4). CO_2 emissions for the Škoda range 237 – 89g/km.



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Buyers find small is beautiful

by STEVELOADER

DOWNSIZING continues to be the UK motor market's buzzword.

Some 20 years ago, the family saloon/company car sector was dominant, largely thanks to the company car culture where big and brash was beautiful.

Then came the rise of the family hatchback and supermini; throughout the Nineties and early Noughties they had a ding-dong battle for market leadership.

However, helped by soaring fuel and insurance costs, greater environmental awareness and then by Government legislation via punitive road tax on larger cars, ever more stylish superminis have gained well over 40 per cent of sales if you include the even smaller city car segment – family hatchbacks had to settle for the No2 spot with around 25 per cent of registrations.



SIZE MATTERS: Family cars no longer dominate the UK sales Top 10, but remaining buyers and company car 'users choosers' now seek premium models like this Saab 9-3



COMPACT: Seat's Ibiza exemplifies the sort of supermini style that that is making it easier to downsize

Crossover

More difficult to quantify though is the trend towards 'crossovers' – cars like the Nissan Qashqai, Skoda Yeti and Peugeot 3008.

As the name implies they straddle several sectors including family hatchback, MPV (multi-purpose vehicle) or people carrier and SUV (Sports Utility Vehicle) and are hard to pigeonhole under the current classification system.

Many manufacturers have already tried to apply the sexy new crossover label to what would once have been their SUV models – especially as the 4x4/SUV sector has declined – and we can expect an industry reappraisal of how classes are defined and counted.

This could then show a burgeoning third sector comprising the new-age crossover designs.

In the meantime, registration figures from motor industry mouthpiece, the SMMT, show how superminis (S) and family hatchbacks (H) rule the UK top 10:

1) Ford Fiesta (S)
2) Vauxhall Astra(H)
3) Ford Focus (H)
4) Vauxhall Corsa (S)
5) VW Golf (H)
6) VW Polo (S)
7) Peugeot 207 (H)
8) BMW 3-Series
9) Mini (H)
10) Nissan Qashqai



CROWD PLEASER: Skoda's Octavia seats neatly between the family car and family hatchback segment and looks good value for both sets of buyers

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Official fuel consumption figures mpg (l/100km) and CO_2 emissions (g/km): Lowest: Satria Neo 1.6 GSX MT: urban 37.97 (7.5), extra urban 61.42 (4.6), combined 42.80 (6.6), CO_2 157. Highest: Satria Neo 1.6 GSX AT: urban 26.56 (10.6), extra urban 50.45 (5.6), combined 39.8 (7.1), CO_2 177.

*Price shown is for Satria Neo 1.6 GSX MT manufacturer's list price £10,195 excluding metallic or mica paint at £395. On the road price includes VAT, delivery, number plates, 12 months road fund licence and first registration fee. †£1250 Finance deposit offer is available to people aged 18 and over, subject to status, when purchasing a new Proton vehicle through Proton Finance Ltd. Minimum 10% deposit required for 'pay later' offer upon order. Information may be required. Exclusive Motability and fleet sales. Available at participating dealers only. Not available in conjunction with any other offers Proton Finance Ltd, registered address, 84 Cricklewood Road, Barnet, EN5 1DP is authorised and regulated by the Financial Services Authority. Finance Offers end 30th March 2011. *Warranty is subject to maintenance in accordance with manufacturer's schedules, 3 year or 60,000 miles, Terms & conditions apply.

by STEVELOADER

It's a leaner, meaner market out there



GLOBAL warming and care for the environment has created a need for leaner and meaner models.

New road tax bandings, ranging from zero to £950 a year for gas guzzling limos or 4x4s, are changing our car buying habits too.

Of course, anyone spending £50,000-100,000 on a new motor won't worry about small change like that, but most people like saving a few quid there and through the improved economy of greener cars, while incidentally doing their bit for the environment.

Longer term, electric cars may be the answer and there has been lots of publicity about 'plug-in' models for overnight charging at home or city centre charging points.

But battery technology has some catching up to do and the zero emissions argument is misleading. Until we have zero emission power stations, electric cars simply transfer the CO2 and noxious gas output from exhaust pipe to belching chimney.

Refinement

Are hybrids the answer then? Japanese giants Toyota and Honda lead here, pairing conventional engines with electric power and batteries.

However, hybrids are expensive to buy and the economy at motorway speeds is no better than a frugal diesel.

And so we return to the internal combustion 'lump' where emissions are plummeting, economy is soaring and refinement is improving.

In fact, things are moving so fast that you marvel at what a few legislative kicks up the backside have achieved.

The downsizing phenomenon is well under way too, with several new cars proving that 'small is beautiful'.

Most carmakers also now have an 'eco' sub-brand such as Vauxhall's Ecoflex, Skoda's Greenline, and Seat's Ecomotive.

But they often don't come cheap, so weigh potential long-term savings against upfront cost – if you don't cover the miles, conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps must be compared with new small capacity low emission/consumption petrol engines such as the turbocharged 1.4-litre units found in the Skoda and Seat ranges.





BRANDED LEAN AND MEAN: Skoda's Fabia Greenline (top) Vauxhall's Corsa Ecoflex (left) and Seat's Leon Ecomotive (right)

Fuel consumption figures for Saab 9-3 Diesel Saloon Range in mpg (litres/100km): Urban 36.7–49.6 (7.7–5.7), Extra-urban 60.1–72.4 (4.7–3.9), Combined 48.7–62.8 (5.8–4.5). CO_2 emissions 153 – 119g/km. *Offer available to business users for orders received before 31.03.2011. £289 figure is based on a 9-3 Turbo Edition Saloon 1.9TTiD (160PS) Manual on a non-maintenance contract hire package over 36 months, 10,000 contract miles per year. Advance payment equal to 3 monthly payments is payable followed by 35 monthly payments. Excess mileage charge applies if contracted mileage is exceeded. For full terms and conditions and specification please refer to the Saab Master Agreement and your local dealer. All quotations are subject to availability, status and agreement. Free metallic paint is only available in conjunction with the Saab Great Britain Limited offer and applies to selected models only. Guarantees may be required. Terms are unavailable on existing customers under specific end-user terms with Saab Great Britain Limited. Details correct at time of publication and may vary, eg if fin price changes. Saab Great Britain Limited does not offer tax advice to individuals: company car drivers should consult their accountant on their tax position. Contract hire by ALD Automotive Ltd., trading as Saab Contract Hire, Oakwood Park, Lodge Causeway, Fishponds, Bristol BS16 3JA. ALD Automotive Ltd. is incorporated in the UK and regulated by the Financial Services Authority in respect of general insurance products. On the road prices include number plates, delivery, Road Fund Licence, first registration fee and VAT. Excludes fuel and insurance. Model shown and £289 a month Contract Hire offer applies to 9-3 Turbo Edition Saloon 1.9TTiD (160PS) Manual at £32,974.15 OTR with optional metallic paint at £336.17. **119g/km CO_2 emissions relates to MY11 9-3 manual Saloon engines only and excludes the 1.9TTiD (180 PS) Aero model. †Exempt from first years road tax.

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The Saab 9-3 Twin Turbo Diesel Saloon range now has a choice of three 1.9TTiD engines with CO_2 emissions of just 119g/km**. So you can drive away without paying road tax†. But economy doesn't come at the expense of performance, in fact the exhilarating 180PS variant is the most powerful car in its class. With prices from just £289 a month* (excl. VAT) and generous specification that includes leather trim seats, 17" alloy wheels, Bluetooth and heated front seats all as standard, the most efficient thing to do would be to test drive one today.

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YOU FUEL: The Saab 2.0 TiD Vector SE diesel saloon costs £1,795 less than its petrol equivalent

Will a diesel save you money in the long run?

SALES of new diesel cars in the UK rose to a record of 46.1 per cent last year, but research by car buying watchdog Parkers, show they may not be the smart choice.

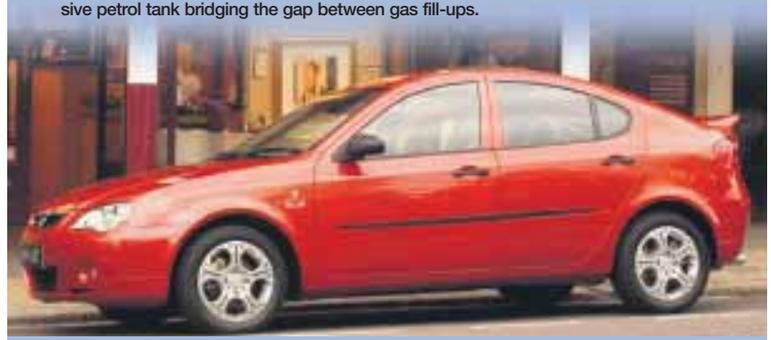
The website's editor Kieren Puffett said: "Although the average economy is usually rated better than the equivalent petrol model, a diesel model will carry a premium over petrol when you come to buy and diesel is still more expensive at the pumps. In some cases that means you'll have to travel many miles before it starts to pay off."

Parkers underlined the point by picking 10 models with both diesel and petrol equivalents in their range and calculated how many miles a buyer would need to cover at current fuel prices to recoup their money, if travelling an average of 12,000 miles a year.

Puffett said: "The results turned out to be quite surprising. For instance, a diesel Chevrolet Captiva, costing £5,000 more than its petrol equivalent, will take 15 years to recoup your money in fuel savings – patently a ridiculous idea. Conversely, a Saab 9-5 diesel is both cheaper to run and buy so you'd be a fool to opt for a 9-5 petrol."

DOs and DON'Ts before buying a new car

1. Don't accept the first deal on offer – be ready to haggle.
2. Don't be afraid to ask for trimmings like a tank of fuel, car mats or further discounts or extras.
3. Don't fall for what seems like a big bargain before you even haggle. It could be an unpopular engine or trim combination or a car on 'run-out' where production ceased a while ago – it might be just as thirsty as your old car and will depreciate badly.
4. Do pick a model that saves fuel, insurance, road tax and depreciation – it won't get any easier out there.
5. Don't be blinded by road tax-exempt diesel eco models – check price, running costs and green credentials and the savings over your planned ownership mileage/years and then compare against the closest standard version.
6. Do not assume that diesel will save you money – you will usually pay far more up front and the engines are generally heavier, which means more wear and tear on front tyres and mechanicals. The fuel is also dearer at the pumps, while petrol cars have become dramatically better on fuel and emissions and, in most cases, are far nicer to drive.
7. Do spare a thought for an LPG (liquefied petroleum gas) car model. LPG offers lower emissions and is roughly half the price of petrol at the pumps. There are also many more filling stations offering the fuel, so there is now no need to rely on the car's more expensive petrol tank bridging the gap between gas fill-ups.



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Fuel consumption figures mpg (litres/100km) and CO_2 emissions (g/km). New Corsa Excite 1.0i 12v ecoFLEX. Urban: 44.8 (6.3), Extra-urban: 67.3 (4.2), Combined: 56.5 (5.0). CO_2 emissions: 117g/km.

* Offer available to individuals for orders received between 01.02.11 and 31.03.11. Figures based on a non-maintenance contract hire package over 48 months and 6,000 miles per year (max). An advance rental of £567 is payable, then 47 monthly rentals of £189. Rentals and excess charges are based on the current VAT rate. An excess charge of up to 6.38 ppm will be applied for mileage in excess of 6,000 mile p.a. Excess charges also apply if the car is not serviced and maintained in accordance with manufacturer guidelines and returned to Vauxhall Leasing in a condition commensurate with the BVRLA Fair Wear & Tear guidelines for its age and mileage. Package includes R.F.L. and Vauxhall Assistance. Offer subject to availability and status. UK supplied vehicles only. For full specification, details, terms and conditions contact your local retailer. Guarantee and/or indemnity may be required. Applicants must be 18 or over. Details correct at time of publication and may vary, e.g. if list price changes. Personal contract hire by ALD Automotive Ltd., trading as Vauxhall Leasing, Oakwood Park, Lodge Causeway, Fishponds, Bristol BS16 3JA.

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INSIDE THIS WEEK

IT'S been a bad week for Kent, and it's going to get worse.

The closure of Pfizer will mean 2,400 posts lost – and many highly skilled staff will be looking to leave Kent for other specialist positions in the UK and abroad.

Not only that, the knock-on carnage in the supply chain could mean another 3,000 workers are out of a job. Amid the gloom we offer a few shafts of light – we meet the former professional footballer who has turned his love of the game into a thriving business.

And there's advice for SMEs on how to improve their prospects of raising some much-needed finance.

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Braced for shockwave of R&D base's closure

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

THE impending closure of Pfizer's Sandwich base is expected to have a devastating knock-on effect on the Kent economy.

In addition to the 2,400 direct employees who will be made redundant over the next two years, an estimated 3,000 extra jobs may also be lost once contractors and other small businesses lose their main source of revenue.

Andrew Aves – regional organiser of the Kent branch of the Federation of Small Businesses – described the situation as "very serious".

He added: "Clearly the supply chain is going to be affected too, such as the people who work in the staff canteen, for example. I wouldn't have thought the staff at Pfizer clean their own windows either.

"But the knock-on effect will be significant right across the board, because if you remove the wage packets of 2,400 people then the grocery stores, pubs, restaurants, theatres and so on are all going to suffer. People commute to Sandwich from Canterbury, Thanet and elsewhere, so the closure of Pfizer presents a huge risk to the economic sustainability of east Kent, which is vulnerable enough as it is."

Pfizer – which lays claim to some of the world's biggest medical discoveries, including anti-impotence drug Viagra – is based in Surrey and has other operations in Maidenhead, Aberdeen and Cambridge.

The Sandwich site conducts research and development on allergy and respiratory drugs.

At its peak, about 5,000 staff worked there, but numbers halved after manufacturing ended at the site in 2007.

Jo James, chief executive of Kent Invicta Chamber of Commerce, said the closure was a "huge blow" to the county.

She added: "An operation of the scale of Pfizer draws heavily on the local supply chain in terms of goods, services and infrastructure. The knock-on effect of the closure will undoubtedly be heavy in east Kent, and probably throughout the county.

"Pfizer is also representative of a very special hi-tech science sector of which Kent has been justifiably proud. Its withdrawal from the area, which has provided such a valuable infrastructure for years, is extremely disappointing."

Ms James added that she felt Sandwich and east Kent as a whole should have the ability and talent to overcome the loss of Pfizer.

She said: "We can but hope that with government help the facilities, the workforce and the local supply chain can move onto other things to mitigate the effects."

Tourism growth's solid foundations

A STRIKING campaign aimed at marketing the county as cool and contemporary has drawn in an additional £18 million for the tourism industry.

In its first five months the £400,000 Kent Contemporary project, designed by Visit Kent and M&C Saatchi, pulled in almost 420,000 extra visitors. The campaign featured posters – displayed at London stations and on the Underground – of unusual images of Kent captured by leading photographer Jean Luc Bernard.

The aim was to tempt city dwellers and people from across the South East and Europe to the county to enjoy its natural and historic delights.

The chief executive of Visit Kent, Sandra Matthews-Marsh, said the campaign was already proving its worth. "I am looking forward to working with more tourism, leisure and hospitality businesses and organisations committed to growing our economy," she added.

The campaign – which featured three key images: Hever Castle; Botany Bay in Thanet; and the Goods Shed in Canterbury – also encouraged county residents to take more overnight trips and day trips in Kent, with a total value of just under £11 million – although this figure was not included in the economic impact data.

Cllr Kevin Lynes, Kent County Council's cabinet member for regeneration and economic development, said: "These are stunning results and it's great to see so many people visiting our county. This campaign opened the eyes of many potential visitors by showing them the hidden gems we all take for granted.

"We have more than 3,000 tourism, leisure and hospitality businesses in Kent and their success is crucial. KCC is committed to working with Visit Kent and investors to promote this industry, which contributes more than £2.5 billion to our economy every year and supports 50,000 jobs.

"So many people are benefiting from the success of the Kent Contemporary campaign."



COOL KENT: Hever Castle, above, Botany Bay and the Goods Shed featured in campaign





Comment

THIS week's decision by Pfizer to close its base in Sandwich serves as a harsh reminder of the world we currently live in.

While the Government prefers to use words like "recovery" and "revival" when referring to the economy these days, it's clear business is still struggling and that even the biggest multinational corporations are being forced to cut their losses.

The 2,400 employees directly affected by the impending closure of Pfizer have some big decisions to make over the next two years, as it is clear such highly-specialised jobs will be hard to come by anywhere else in the county.

Many will be forced to leave Kent in search of alternative employment, while some may decide they have no choice but to seek a new career path altogether.

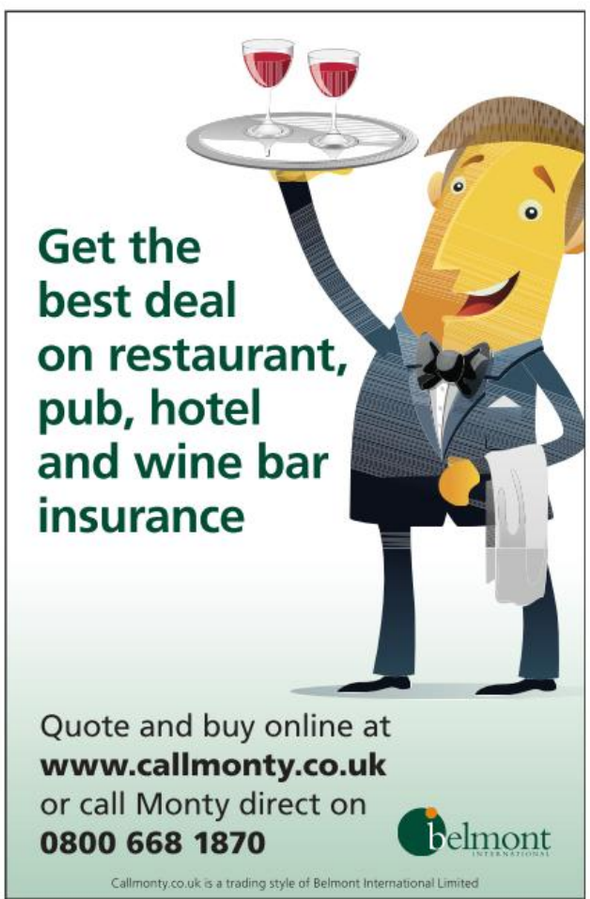
There is also the knock-on effect the closure is bound to have on the local economy. As both the Kent Invicta Chamber of Commerce and the Federation of Small Businesses have pointed out, there are likely to be many more firms that will suffer from the loss of such a huge employer.

What will happen to all the shop workers, restaurant staff, cleaners, canteen workers and so on who rely on the cash spent by Pfizer's army of workers? Unfortunately it looks like many will end up beside them in the dole queue.

However, through the dark storm clouds gathering over Sandwich, there are some who can just make out a glimmer of hope in the distance.

They say the site is just too large and too hi-tech to be wasted, and that the demise of Pfizer in Kent could lead to an influx of science-led companies that could make full use of the technology available to them.

Kent County Council is well aware of how important the Sandwich base is to the east Kent economy and beyond, and should be pushing the Government to do all it can to ensure such a positive outcome.



First LEP meeting sets the agenda for economic growth

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

THE first meeting of a new economic powerhouse has taken place, kick-starting the new generation of Local Enterprise Partnerships.

Leaders from the public and private sectors in Kent, Greater Essex and East Sussex met in Dartford last week to discuss the work ahead of them and the priorities of the new organisation.

The LEP, which is seen as one of the successors of the South East England Development Agency (Seeda), will work with businesses in the region to drive economic growth and regeneration.

Funds will come from bids to central government, unlike with predecessor Seeda, which received tens of millions of pounds every year.

Kent County Council leader Cllr Paul Carter said the first meeting went well but stressed the board was still temporary and members may change.

"We decided 45 people around the table was too many to carry out the day-to-day business so we will have an executive board that will report back to the LEP partners," he said.

"We'll also do an executive search to get the right person for the job of chairman."

Cllr Carter said priorities set out in the original LEP bid had remained consistent.

"We're trying to support significant regeneration and change in deprived coastal reaches. We're also looking to work on how to deliver more in the Thames Gateway and ensure support for rural economies.

"Other priorities are the need for greater housing growth and transport networks. We're trying to be more proactive in coming up with solutions like in our Growth Without Gridlock document, which looks at development such as building a third Thames crossing.

"The LEP will come up with all sorts of innovative solutions through public and private sector working."

Deprived

Cllr Carter said the LEP area had significant needs and the profile had to be raised.

"We have deprived coastal areas that need help. Money goes into the North and North East of England where there is poverty – we need that too," he said.

"The different areas [Kent, Greater Essex and East Sussex] coming together on common issues will mean greater impact on Government and more influence. Ultimately, we all endeavour to make a difference."

Representatives from Kent and Medway's Federation of Small Businesses (FSB) attended the meeting and gave a cautious welcome to the progress being made.

The organisation, which represents 6,700 businesses in Kent, said it was pleased the original work programme set out by the LEP – launched at the House of Lords in October – had remained the same.

Kent and Medway FSB chairman Roger House said: "The interim board has agreed its priorities for the LEP and will now be looking to work with partners including other business organisations, universities, colleges and local authorities to deliver those objectives.

"The FSB is willing to play its part to ensure those projects are delivered in a cost-effective way that will bring real benefits for businesses, residents and the economies across the LEP area.

"We have already seen this Government exclude the LEP from schemes which would benefit our local economies, such as the National Insurance contribution 'holiday', which means local start-ups are paying up to an extra £10,000 to employ staff compared with firms elsewhere in the UK.

"And also the Enterprise Allowance Scheme which gives grants to long-term unemployed people wishing to start their own businesses.

"We believe it is important that within its work the LEP gets the message across that excluding local entrepreneurs from such schemes is a false economy and damages UK plc."

Air Ambulance lands funding boost

KEEN consumer voting has won a £7,000 NatWest community donation for the Kent Air Ambulance.

After launching the Customer Charter in July, RBS and NatWest announced details of a new Community Fund to support charities and projects, and invited customers and local people to decide who should benefit.

Kent Air Ambulance amassed £7,000 after winning the £3,000 top prizes in the banks' Larkfield and Tunbridge Wells trading areas, plus a runner-up prize of £1,000 from the Sittingbourne fund – the county has 11 funding areas.

Nationally, more than 1,100 organisations will receive a donation. Kent Air Ambulance is a proven lifesaver, responding to emergencies across the county by flying in a specialist doctor and paramedic by helicopter.

Response

Advanced procedures can be carried out at the scene before flying the patient to hospital.

NatWest's Kent director Maria Fisher said: "We've had an overwhelming response to the Community Fund and it's clear that people in Kent are passionate about the Air Ambulance charity and we're delighted to be able to make this donation and support the work they do."

Jill Playle, from Kent Air Ambulance, said: "We are thrilled to be awarded £7,000 and gain recognition for our efforts.

"The money will go towards running costs to allow us to continue to provide this lifesaving service to the people of Kent. Our thanks go to the public for voting for our worthy cause."



QUIDS IN: Air Ambulance staff welcome NatWest's £7,000 donation

Making timely case for extra winter light

A KENT businessman has asked his MP to support daylight saving time and queried whether we should be putting our clocks back in the autumn.

Aaron Dewhurst, managing director of the Glass Wipe Board Company, based in Hythe, spoke to his MP, Damian Collins, on local business matters.

One area of conversation was the daylight saving debate and how it could affect Kent businesses.

Daylight saving time was introduced in the early 20th century and since then Britons have been putting the clocks one hour ahead in spring and winding them back one hour during autumn.

Over the years the public and politicians have debated whether we should be moving the clocks back at all. Mr Collins, the MP for Folkestone and Hythe, supports daylight saving and believes businesses could benefit from having more daylight in winter afternoons.

He said: "Businesses in retail and leisure could open later and have more daylight trading time. Commuters would have the opportunity to travel home in the light.

Activity

"It would also reduce energy costs and increase business activity, therefore daylight saving would benefit not only local businesses but countrywide businesses too. The Daylight Saving Bill 2010-11, a private members' bill, has been introduced to Parliament. If passed, the Government will conduct further analysis, tests and reports. Prime Minister David Cameron would want the country on the whole to support the bill."

Mr Dewhurst believes an extra hour of daylight in the afternoon will have a huge benefit.

He said: "Not only will it allow an extra hour of trading for Kent businesses, but it is argued that road traffic injuries would reduce as children and some commuters would be travelling home in the daylight.

"Energy costs may be reduced as people are more likely to go outside rather than stay indoors where artificial lighting is used. An extra hour in the afternoon may also give tourism a boost because the extra afternoon light would lengthen the tourist season.

"Tourism-related businesses such as retail, hospitality and transport would benefit from the extra hour of trade along with the prospect of more tourists."

To view this clip, log on @ www.businessforkent.co.uk



Julie Maddocks reports from the Port of Dover as P&O launches Spirit of Britain, its biggest ever cross-Channel ferry



EXPANSION: The Ardo Food Ingredients team formed after the Ploegmakers acquisition

All the right ingredients for success

A FOOD manufacturer has acquired a Dutch ingredients firm to expand its position in the sector.

Ardo, one of Europe's largest food companies, has taken on Ploegmakers Food Ingredients which supplies fresh-frozen and refrigerated fruit, vegetables and herbs for different food products, including ready meals and sauces.

The Dutch company has an annual turnover of about £30 million. Through the acquisition, a new company called Ardo Food Ingredients has been established.

Debbie Henry, UK business sector manager of the new firm and who is based at Ardo's UK headquarters at Charing, near Ashford, said: "We already have a very successful food manufacturing sector, but the acquisition of Ploegmakers means we can now provide additional expertise, increased capacity, and a wider product range.

"The integration of a highly sector-focused provider with our portfolio will enable Ardo Food Ingredients to become a major player in the sector and the company of choice for frozen fruit, vegetables and herbs for industrial customers."

Ardo, which is based in Belgium, has 15 production and packing units in eight European countries.

It supplies 520,000 tonnes of frozen fruit, vegetables, pasta and rice to 54 countries each year and has an annual turnover of around £480m.

The company recently invested £15m in a new hi-tech factory at Charing.

County's 'big conversation' turns to future food security

THE security of Kent's food production, horticulture and agriculture was the main topic of discussion at a business event.

By **MATHEW BEECH**

mathew.beech@kosmedia.co.uk

Kent County Council and the Kent Economic Board organised the debate in conjunction with East Malling Research and other major players in the production sector.

The event, viewed as a 'big conversation' with land-based businesses and their advisers, is part of KCC's and KEB's efforts to get closer to key industries to ensure Kent's future prosperity.

The conference was chaired by Jon Regan of Hugh Lowe Farms, KEB's business champion for the sector, at the East Malling Research conference centre.



Paul Carter

KCC leader Cllr Paul Carter told the conference: "Businesses in the food chain in Kent employ more than 85,000 people and the sector is worth an estimated £2.6bn per annum to the county's economy.

"It is vital that we listen to their needs in order to ensure they can contribute to the future wellbeing of Kent and emerging priorities of the Local Enterprise Partnership.

"Feedback from this event will contribute to future business development in the county and give us a clearer understanding of what this diverse industry needs to succeed.

"We will then be better placed to look at planning policy, providing the right skills for the workforce and speaking on behalf of the industry in the corridors of Westminster."

An audience representing more than 100 businesses attended the discussion, which brought together the National Farmers' Union, the Country Land and Business Association, and Hadlow College.

Oliver Doubleday, chairman of EMR and MD of GH Dean & Co, said: "With our global population growing at a dramatic rate we will need to increase food production by 40 per cent by 2030 – and on less land, using less water, pesticides, fertilisers and energy.

"With food security a global issue, we will need to make sure the UK's production is as efficient as possible.

"Government and the industry must invest more in research and development to ensure the industry is best placed to adapt to climate change and EMR remains a jewel in Kent's crown."

KEB and KCC plan more 'big conversations' with key industry sectors in the county, including construction and civil engineering; low-carbon and energy production; health and social care; and the digital and creative media sectors.

KEB chairman Geoff Miles said: "The land-based sector sent a strong message to ourselves and our partners that it is committed to playing its part in helping Kent to grow.

"If the other sectors show the same level of commitment as the land-based one did today then Kent is well-placed for economic success."



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Kent Business School

Cutting back on VAT – not your profits

By TRACEY BOOTH, VAT specialist at Reeves & Co LLP chartered accountants and business advisers, with offices in Canterbury and Chatham

NOW that the standard rate of VAT has increased to 20 per cent, small businesses will find the thought of reducing their VAT burden even more appealing.

Those with an annual, VAT-exclusive turnover below £150,000 per year may make big savings in their VAT payments by operating the 'flat-rate scheme'.

Once approved to use the scheme by HMRC, a business can account for VAT on its turnover at a lower rate of VAT, while still charging customers the full 20 per cent.

Different rates apply to different types of business. For example, hairdressers or beauticians account for VAT at a rate of 13 per cent; a management consultant 14 per cent; an architect or surveyor 14.5 per cent; a general builder (providing goods as well as services) 9.5 per cent; and pubs 6.5 per cent.

In return, the business does not make a separate claim for VAT on its purchases, except for capital items over £2,000 (eg, a commercial vehicle or plant and machinery) or stock and assets on hand at the date of registration, for which VAT can be recovered as normal.

If using the scheme within the first year of VAT registration the published rate can be reduced by one per cent for that first year following registration.

Once on the scheme, a business does not have to leave it until its tax inclusive turnover in the last 12 months, or looking forward, in the next 30 days, exceeds £230,000.

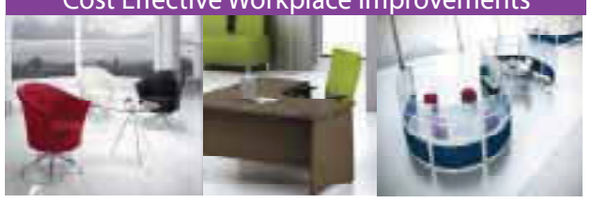
Those having difficulties with customers' late or non-payment of invoices may also find it beneficial to use cash accounting alongside the flat rate scheme, which allows the business to account for VAT only once it receives payment.



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The beautiful

KOSmedia BUSINESS WEEK

THE BIG INTERVIEW

Fans used to a diet of high-octane Premiership football featuring millionaire players found themselves on short rations during the England team's performance in the World Cup finals last year. During post-tournament recriminations, a recurring theme was the lack of good homegrown talent nurtured by top English clubs, happy to import crowd pleasers from abroad.
But is this set to change? Not at club level so much, but at the grass roots? STEVE LOADER went to watch and then became engrossed in a soccer training session at Maidstone



TONY BROWNE

IT WAS a cold January night and I wasn't expecting much as I turned up for the end of SoccerElite training in Maidstone. The plan was to witness a session before interviewing one of the organisation's co-directors and former professional player, Tony Browne.

Will it have changed that much since my day, though? A time when grumpy and grizzled old coaches would shout grudging praise and seemingly gleeful abuse in equal amounts.

The answer is yes, if SoccerElite is anything to go by. I quickly found myself drawn into watching the obvious enthusiasm shown by youngsters, first practising skills and then playing a quickfire game, with Tony skilfully maintaining the tempo via chirpy tips and lobbing in a replacement ball quickly when the previous one had gone into touch.

BY the end, the players – some as young as seven, but all shapes and heights – left the floodlit practice field at Maplesden Noakes School, chattering loudly.

After this workout, Tony, 34, stressed how important it was that, even when a lad missed a shot or was caught in possession, that his advice should carry a positive message. Not surprisingly, I find he has added a degree in sport science and psychology to his professional playing experience and FA coaching qualifications.

He and co-director Lee Spiller, 32 – another experienced professional and a former team-mate – started SoccerElite four years ago after perceiving a gap between local training efforts via schools and small clubs, and the professional clubs – the need for a kind of football academy.

Not only has the business taken off, but unearthed a string of potential future stars after numerous trials with major clubs and signings with the likes of Tottenham, Arsenal and Chelsea and with Kent's biggest club, Gillingham.

SoccerElite sides now regularly play academy sides from the top clubs – many of these lead to a young player being spotted and invited for a trial or to sign.

More importantly perhaps, SoccerElite players are also exposed to foreign counterparts early through international tournaments. Last year some 60 players, aged seven to 12, accompanied by about 100 parents, took part in a series in Italy. This year they will contest a tournament in Valencia, Spain.

"They meet different types of players and skills, but it's not just about football; it's just an unforgettable

TONY BROWNE'S CV

- 1993 – left St John Fisher School, Chatham, and joined West Ham United. Other clubs included Brighton & Hove Albion, Gravesend & Northfleet, Folkestone Invicta, Welling United, Dover Athletic, and Ashford Town
- 2007 – co-founded SoccerEliteFA with former team mate Lee Spiller
- 2011 – embarked on ambitious expansion plan to take the organisation regional and then national



BLUE BOY: SoccerElite's Tony Browne (left) and Lee Spiller witness protege George Young, from Maidstone, signing for Premiership club Chelsea

game's dream factory

experience that will take them to even greater heights," said Tony, with typical enthusiasm, adding: "While we are developing youngsters' individual skills, we are also teaching them to play in a team. It's not about results, it's about that awareness of working together and every player wanting to get on the ball as part of the team effort."

SoccerElite is now in the process of restructuring in order to expand outside of Kent, aiming to double in size each year over the next two years (see comment below by Phil Beavan of Innovation & Growth).

Tony himself was spotted early by West Ham United, which maintained a position in the top flight then largely through spotting and bringing on young talent, both to supply its team and to sell on.

His own experience convinced him of the need for organised training early on: "People just don't see it, but Lee and I know what made us better players, and that's what allows you to make that extra step up. Then you are playing with better players and that raises your game, increases your options and so on."

SoccerElite runs a team of experienced coaches and charges £7 a week per player, currently training around 400 youngsters – boys and girls – in and around the Maidstone area, including a special goalkeepers' master class.

"We pay a premium rate to use the best facilities available, " said Tony. "It doesn't compare well with what I've seen in America mind you, where I visited one college that had a 20,000-seat stadium and filled it virtually every game, but the game has a different structure out there.

"And facilities are getting better here, despite the fact that just putting in floodlights for an evening practice facility starts at around half a million. Ultimately though, we want our own training facility."

Tony – a versatile midfielder and defender – hung up his boots two years ago: "The business was really taking off and taking my time. I work five nights a week and Saturdays at Chelsea's Academy – and, on the field… well, I wasn't getting any quicker.

"Of course I miss it, but this is great, too, working with young talent. I was also lucky enough to play with great players like Frank Lampard and Rio Ferdinand and it would be nice to think we are nurturing talents like that – there are not enough flair players coming through the English system.

"But SoccerElite is not just about the obvious talent. It's also about those kids who have something that will take longer to come out. Everyone's different and there are many kids whose footballing brain takes time to develop, or they are not physically ready.

"They are the types who get overlooked by the system, but we can carry on working with them so that they get a chance later or simply get more out of their game."



DREAM TEAM: Enthusiasm for the game is clear at SoccerElite

PHIL BEAVAN – portfolio director of the Government-funded South East Business Innovation & Growth advisory service:



"What we have worked on with SoccerElite is changing a successful football coaching academy into a well-structured business that happens to coach football, in order to generate the higher levels of growth that the business deserves.

"SoccerElite is a very strong brand that has huge potential and what this restructuring will do is lighten the administrative burden on the management team and their backroom staff.

"At the moment the company is Kent's best known business secret and what we have looked at is putting the pieces in place to double size and turnover over the next 12 months, and go again the year after and through expansion outside of Kent. The company will remain Kent-based and become a major export for the county."

TONY'S TOP TIPS

• Catch 'em young – "We say it's obvious for football, but it applies to any skill or talent. Nurture it early and you will get the best from it."

• Give positive advice – "Stick and carrot was the traditional way, but youngsters can take it hard. I'm often shocked – like many people – by the stuff parents shout at kids from the touchline. We always try to be upbeat – it works. And it applies in all walks of life, not just football."

• Take advice yourself: "We have built a good business without any outside funding. We've used our savings and then some, and worked really hard, but we wonder whether we could have achieved more with outside help and advice. Now we have backers and sound professional advisers, we can go to the next level with confidence."





Parkway station 'key to avoiding gridlock'

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

THE wheels have been set in motion for the development of crucial transport links with the launch of a multi-million-pound funding bid.

If successful, Kent could see a share of up to £10 million of Government's £1.4 billion Regional Growth Fund which would go towards the planned Thanet Parkway station at Manston.

The proposed development is one of a list of priorities, including a third Thames crossing and solution to Operation Stack, outlined by Kent County Council as part of a landmark strategy called Growth Without Gridlock.

Transport chiefs said the station, which would be on the Ashford to Ramsgate line, would not only help create thousands of jobs in east Kent, but improve the much-criticised rail network and boost business at Kent International Airport in Manston.

Kent County Council's former cabinet member for environment, highways and waste Cllr Nick Chard said it would have an enormous impact on Thanet and the surrounding area.



RIGHT TRACK: A Manston parkway station on the Ashford line could unlock investment

"We are working closely with Network Rail and we are trying to fund it by bidding for money from the Regional Growth Fund," he said. For me, it's a question of when we do this, not if."

The proposed development would improve journey times between Ashford and Ramsgate, where high-speed trains from east Kent are unable to reach full speed until nearer London.

North Thanet MP Roger Gale has been campaigning for better rail services for the area. He said: "Upgrading the line between Ashford and Ramsgate and the creation of the Thanet Parkway station would also unlock investment."

Charles Buchanan, the chief executive of Manston, said anything that improved links and connectivity in east Kent could only be a good thing.

"The parkway station would have a positive impact on the area – we identified this in our own master plan for growth," he said. "East Kent will become a weekend destination for tourists, and residents and businesses can be served by an airport on their doorstep."

The £10m bid was put together by Kent County Council, Thanet District Council, Network Rail, Southeastern and Kent International Airport owner Infratil.

The Government said successful bids will be announced within 50 days.

KCC leader Cllr Paul Carter said a Thanet Parkway station would support economic growth with an estimated 1,000 jobs created per million new air passengers.

He added that improvement to transport networks in east Kent could help create 6,000 jobs by 2033.

"To deliver true growth and prosperity we need radical plans and innovative new ways to fund them," Cllr Carter said.

The case for a Thanet Parkway station is explained in KCC's transport delivery plan Growth Without Gridlock. Click on www.kent.gov.uk to view the plan.

Having your say on future of industry

MANUFACTURERS are being urged to respond to a government growth review to have their say on the future of the industry.

The Advanced Manufacturing Growth Review document outlines the aims of the manufacturing sector, sets out the key competitive strengths and examines the major long-term growth opportunities.

The Manufacturing Advisory Service South East is asking Kent firms to respond before the February 11 deadline.

Programme manager David Caddle said the document sets out the action Government is taking within the sector.

"What we want to do as an organisation is to make sure manufacturers in our region know about this framework and are given every opportunity to comment on the plans," he said.

"There will never be a better opportunity for firms, working at the coalface, to have their views fed into the decision making process so they actually influence policy that will evolve over the next decade."

Strengths

The Advanced Manufacturing Growth Review will reflect the capabilities of UK manufacturing, the strengths of the economy and the opportunities for broad-based growth from globalisation, technological development and the move to a low-carbon economy.

It will also aim to tackle barriers such as skills shortages, rising energy costs, security of supply, export and regulatory issues.

Mr Caddle said: "Manufacturers need to read the document and ask, are these ambitions the right ones? Are there more pressing issues? What Government action would you like to see?

"We have already had a £50 million commitment to enhance the Manufacturing Advisory Service and a further £600,000 is being invested in a two-year automation and robotics programme that will deliver greater productivity and increase precision performance. It is pleasing to see advanced manufacturing is so high on the list of priorities and companies need to do their bit to ensure their voice is heard."

To download the document, go to www.bis.gov.uk/assets/biscore/business-sectors/docs/g/10-1297-growth-review-framework-for-advanced-manufacturing.

Comments should be sent to amgr@bis.gsi.gov.uk by February 11.



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Are you employing the right finance to suit your needs?

WARREN MULVIHILL, the regional director for commercial banking at NatWest in Kent, explains how SMEs – small to medium-size enterprises – can improve their chances of gaining access to finance

IT IS important during the current climate to have a relationship with your bank that goes beyond just being a lender.

Banks are a great source of free business advice and can share a whole range of knowledge and tips on how to manage your cashflow and plan ahead for any potential pitfalls your business may face.

Providing business advice and support to SMEs is at the very heart of our business proposition at NatWest and we are committed to providing added value that will benefit all business sizes and ensure you make an informed decision.



ADDED VALUE: Explore banking options

In response to feedback from customers, the bank has packaged a number of lending initiatives designed to help them maintain a healthy cash position and identify growth areas. These include already established Government-backed lending schemes – the Enterprise Finance Guarantee scheme and European Investment Bank loan – as well as specific initiatives launched by the bank including a £1 billion Manufacturing Fund, SME Exporters Package, SME Customer Charter and the Business Hotline, as well as traditional banking facilities and lines of credit.

Indeed, with increased access to the wide range of funding schemes now available it is fair to say there are more finance options available to SMEs than ever before, so it is increasingly important for business owners to explore all options and ensure the solution fits their business, rather than the other way round.

Lending is not the only proposition that supports your business, though. It is vital that you review your finances and ensure any excess funds are not laying dormant in current accounts but are positioned in deposit facilities tailored to suit your needs.

OUR deposits team has a wealth experience and knowledge to help support customers to find the best solution to meet their deposit needs to ensure your funds work as hard as you do and in line with your business aspirations.

For companies looking to diversify their risk, developing export markets is an ideal way of doing this while at the same time tapping into new areas of growth opportunities. It can seem a complex activity with a lengthy order to cash cycle, but we're here to help simplify the process and offer all the support we can.

In addition to having a strong product that appeals to overseas markets, you need to be able to assess your prospective customer's credit standing as well as cross-border collection risks. You also need to have a strong understanding of the specific risks you face in exporting.

That is why at NatWest we have developed a dedicated suite of materials and services that provides exporters with all the information they need to be successful.

The launch of the free Exporters Package last year covers the main risks exporters face, and the solutions available to help them manage these; together with details of a range of funding products for pre-shipment and post-shipment financing, and online tools that improve visibility and control over the financial aspects of export transactions.

THROUGH our comprehensive trade finance offering we can help customers to manage a range of risks, from fulfilling major export orders without having upfront payments to customer insolvency.

We have a presence in more than 35 countries, including the major trading economies worldwide, as well as an extensive partner bank network.

RBS also recently increased its credit risk appetite by extending its invoice finance offer to over 50 approved countries and trade finance to over 80 countries, including many of the UK's top export destinations.

These are just some of the ways in which we are working closely with our customers to provide that extra support needed in the current economic environment and demonstrate our continued commitment to helping SMEs.



BANK ON IT: SMEs can take advantage of the range of business advice and expertise on offer

NEXT WEEK: Business Week Spotlight will focus on the legal sector

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TALKS A GOOD GAME

Bosses from some of Kent's top clubs discuss the pros and cons of managing a non-league team



Interview with
DAVID PRITCHARD

Sideline heroes



Pictures: IGOR KUPCO and DAVE COULDRIDGE

FOOTBALL MAD: Managers Neil Cugley (Folkestone Invicta), Tommy Warrilow (Tonbridge Angels) and Marc Seager (ex-Whitstable)

LONG hours, little or no financial reward, perilous job security – those without a thick skin need not apply.

Hardly the dream job description, even in today's climate, yet despite the obvious drawbacks there is never a shortage of candidates when a vacancy appears at a non-league football club.

The answer to why people put themselves through such apparent hardships varies from manager to manager, but for all a love of the game is never far from the surface.

It is 24 years since Neil Cugley took his first steps in management, the last 14 of which have been spent in charge at Folkestone Invicta. The job has changed dramatically during his long career, but the central motivation remains.

"Winning," he said. "Definitely that's the big thing and putting a team together to do that. When you get the win it all seems worthwhile. Sometimes it doesn't come along as quickly as you hoped – last season we were winning most of our games and this season we're not – but it's a great feeling even at this standard. It's great to go up a level and really test yourself – it's exhilarating going to places like Kingstonian and getting a result.

Criticism

"I've got to be honest, it feels better now than when I first started. When you're younger you think it's easy and then you realise how much hard work goes into it.

"Of course the criticism gets you down a bit. People are a bit different now than when I started – everyone was a bit more easy-going – but now with websites there's a lot more scrutiny and people are more knowledgeable."

Further up the Ryman Premier, one man who has been on the receiving end of criticism from the terraces this season is Tonbridge Angels manager Tommy Warrilow.

A poor start saw him come under pressure, but the dissent at Longmead evaporated with a strong sequence of results that has seen the club climb the table.

Into his third full season as manager, Warrilow describes the job as a drug but admits the flak can still sting.

He said: "I'm not going to lie, it does hurt and does affect my mood. We drew last Saturday and three days later I still had the hump. You expect to get criticism when things aren't going right, but the same person who is calling for your head one week will be cheering your name a couple of weeks later if you get the results. If you're going to take the criticism to heart you're not going to make it.

"Once you stop playing, it's the next step, otherwise you just stop completely and watch, which isn't really in my make-up. One thing you're not doing it for is the financial reward – you get a bit for it, but the hours outweigh that. You have some weeks where you're doing something every day. It's very time-consuming and you do need an understanding family – that's key.

"The reason I do it is because I'm ambitious. I'm not doing it just to tick over, I want the clubs I'm at to be successful with me."

Dropping two divisions into the Kent League, the demands on Herne Bay boss Simon Halsey's time are no lighter. After more than a decade in the relatively stress-free position as assistant manager at a variety of clubs, he stepped up to take over at Winch's Field just over a year ago.

Demands

Despite enjoying a good start to life as a manager, he believes few outside the profession understand the demands the role brings.

"I don't think people do appreciate how much time it takes. For me as a coach, it was quite easy to do my session, speak to the manager and that was it until the next game. It's not the same as a manager, it's not a case of switching off at 5pm on a Saturday.

"I do enjoy being in charge. I never thought I would and anyone who knows me will say I didn't want to be a manager, but when the opportunity came up at Herne Bay it just felt right."

But the long hours can take a heavy toll. Marc Seager went straight from playing into management but after a successful spell in charge at Whitstable Town stepped down to spend more time with his family, feeling he was missing out on watching his young son grow up.

After a clean break last season during which he watched almost no games live, the lure of a return to management is growing.

He said: "I'd like to go full-time. I'd love to manage at Conference South level and be around better players, but you have to be focused. The last year I haven't been because I wanted to be fully focused on my family – that's the most important thing.

"Football will always be number one with me professionally – if I'm honest I can't get enough of it. It's a full-time job for a part-time position, but if you want to be a good manager that's what it takes."

COUNTDOWN TO THE OPEN

158 DAYS THE NUMBER OF BUNKERS LYING IN WAIT FOR PLAYERS AT SUNNINGDALE IN BERKSHIRE, VENUE FOR THE LAST INTERNATIONAL FINAL QUALIFYING EVENT IN JUNE FOR THIS YEAR'S OPEN CHAMPIONSHIP

Picture: LONDON GOLF CLUB



FLAGSHIP EVENT: The London Golf Club will host the Brabazon Trophy in June 2013

THE LONDON Golf Club has won the right to host one of the English Golf Union (EGU)'s flagship events.

The final of the Brabazon Trophy, England's open amateur strokeplay championship, will be held at the course, near Ash, in June 2013.

It adds the club's name to an illustrious list of venues to have hosted the tournament in its 64-year history, including Royal Birkdale, The Oxfordshire and fellow Kent venues Royal St George's and Royal Cinque Ports.

After regional qualifying tournaments, the final 72-hole competition will be held at the London Club.

It is the first time the EGU has held a prestigious competition at the club, which has hosted events on the European Tour and European Seniors Tour in recent years.

Austen Gravestock, general manager at the London Club, was delighted with the announcement.

He said: "It's a privilege and we are proud to be the hosts for 2013. We see it as a fantastic complement to the tournaments we have had previously and we're very pleased to be supporting the EGU.

"It's great to be associated with a tournament which has been held at so many great venues and we're thrilled to be part of its rich heritage."

Several previous winners have gone on to enjoy successful careers on the European Tour, including Charl Schwartzel, Ignacio Garrido and Sandy Lyle.

Picture: DREYER & REINBOLD RACING



New Indy team deal the icing on cake for Conway after recovery from crash

'I'm back on track'

FRESH START: Mike Conway has signed for Andretti Autosport and is eager to return to the track after a horrendous accident last year

By **DAVID PRITCHARD**

MIKE Conway has been given a golden opportunity to further his career after agreeing to race for one of IndyCar's top teams this season.

The 27-year-old will drive for Andretti Autosport when the season begins in March after announcing a deal earlier this week. It marks a significant move up the grid in the North American series after two seasons at Dreyer & Reinbold Racing.

Conway's new team-mates will be Ryan Hunter-Reay, Danica Patrick and Marco Andretti, all of whom finished last season in the top 10. The team have long been a fixture at the front of the field and their drivers have won the championship in three of the last seven seasons.

A delighted Conway, who is from Sevenoaks, said: "This is a really exciting moment in my career to be racing for Andretti Autosport. It's going to be an honour working with some great people and great team-mates, and I can't wait to get started.

"Everyone is fired up, especially me, and I'm ready for the challenge ahead. I can't wait to hit the track and start achieving some great results."

The move took many by surprise, with the Sevenoaks driver missing two-thirds of last season after sustaining back and leg injuries in a 220mph crash at the Indianapolis 500 last May.

Rehabilitation

It was initially hoped he would be back behind the wheel before the end of the season, but rehabilitation took longer than expected.

Despite the time out of the sport, his reputation as a promising talent remains. After rising to prominence in Europe with spells in Formula 3 and GP2, Conway crossed the Atlantic to join Dreyer & Reinbold in 2009.

A podium finish in his rookie year was followed by three top-10s at the start of last season. He was heading for another strong finish at the Indy 500 before crashing two laps from the end.

Conway had clearly made enough progress to convince Michael Andretti, head of his new team.

He said: "Mike is a great addition to our team, for sure. He is talented, has a lot of potential and should really fit in well with our team here. He was off to a good start last year and had started to show what he is really capable of in the IndyCar Series.

"He's got great credentials, has raced in some very competitive formulas and is a proven winner. We're really excited to be able to bring him to Andretti Autosport."

The new season begins with the Honda Grand Prix of St Petersburg, Florida, on March 27. Conway's first chance to get behind the wheel will come earlier in the month, with tests scheduled in Florida and Alabama.

Golden boys deliver success

Pictures: TONBRIDGE AC



VICTORY: Max Nicholls is Tonbridge's first individual champion in 20 years

CLUB history was made at the South of England Cross Country Championships last weekend as Tonbridge's runners scooped a record haul.

Max Nicholls became the club's first individual champion at any age group for 20 years with victory in the under-15 boys. His stand-out performance helped win the team gold, one of four team titles won by Tonbridge at the championships, held at Parliament Hill Fields in south-east London last weekend.

The club's contingent also returned with one team silver and two individual silvers to cap off their best-ever showing at the event, which is second only in importance to the national championships.

Mark Hookway, Tonbridge's team cross country team manager, was delighted with the results.

He said: "I didn't really expect it, to be honest. I hoped the three boys' teams would win, but gold for the under-20s men was a surprise. We have a reputation for winning in the younger age groups, but we really want to start winning at under-20s and senior level, so it was an important step."

Andy Combs led home the under-20s, finishing second, while Josh Bentham, Tom Cox and James Taylor all finished in the top 21 as Tonbridge edged out Shaftesbury for the team gold.

The most dominant display came from the under-17s. Their top four runners all came in the top 15, with Robbie Farnham Rose first man home in second place.



RUNNERS-UP: (l-r) Under-20 men Andy Combs, Tom Cox, James Taylor and Josh Bentham

Nicholls's efforts set up the under-15 boys for glory, while the under-13 boys were also the class act of their field. On the girls' side the under-15s took silver, with Ruth Bourne just missing out on an individual medal, finishing fourth.

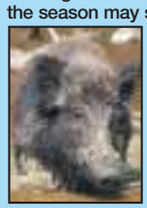
No other Kent clubs won medals at the event, but in the senior men, Kent AC's John Gilbert followed up his victory at the county championships last month by finishing 10th.

Next up is the most prestigious event of the winter, the National Championships at Alton Towers on February 19.

Kent sport stars have their say on twitter

The pick of this week's tweets from the county's sports stars

AS A superbike rider, Shane Byrne is used to living on the ragged edge. The start of the season may still be several weeks away, but the Sheppey star is still getting his adrenalin fix, even when doing something as apparently mundane as walking his dogs.



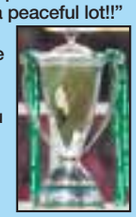
@67Shakey: "Just walked my dogs up the mountain we live on & bumped literally into a massive wild boar, they're huge, wasn't pleased 2 c my dogs!

"Fortunately both my dogs are fine, Tyson went toe to toe with it! My heart rate's back down to about 250bpm now, down from about 5,000!! :-)"

You would think it might be safer on a plane, what with all the security checks at airports, but Kent seamer Simon Cook also had a scare.

@simoncook23: "Exciting end to our flight back from Sweden with a couple being forcibly removed by armed police. I thought the swedes were a peaceful lot!!"

Former England skipper and Tunbridge Wells schoolboy Martin Corry watches a lot of rugby now he's retired. You might think all that experience and inside knowledge would give him a hunch over who will win this season's Heineken Cup, but if he's got a tip he's not letting on.



@Martin_Corry: "After seeing the teams who qualify for the quarters, this cup is almost anyones-no real stand out team."

Plenty of column inches have been used up this week looking at the cash sloshing around the Premier League in the final hours of the transfer window, but perhaps Gillingham winger Dennis Oli summed it up best.

@dieselexpress: "This transfer window has been madness!"

Follow us at ***www.twitter.com/kentsport*** *for the latest sports news from around the county*

Vote for your unsung hero

COUNTY football bosses are looking for this year's unsung heroes after the Football Association opened nominations for its 2011 Community Awards.

The awards recognise outstanding contributions to the sport at grass-roots level and the Kent FA has invited nominations for the eight categories being contested this year.

Traditionally a celebration of the work done behind the scenes by volunteers, coaches and clubs, the award nominations close on March 18. The national winners will be selected by a panel including former England players Sir Geoff Hurst and Sir Trevor Brooking.

The awards include coach of the year, volunteer of the year and outstanding contribution to community football. Winners will be honoured at Wembley Stadium on August 7, the day of the Community Shield.

Hurst said: "This is a great opportunity to celebrate the dedication and commitment shown by clubs, coaches, players and volunteers across the UK and so we'd urge people to nominate."

To put forward a nomination, contact the Kent FA on 01622 791850 or email info@kentfa.com.



DROP: St Lawrence were demoted for failing to renew their Clubmark status

Few changes as Kent league gets ready for season

WITH the new cricket season now less than three months away, the ball was set rolling by county bosses at the Kent Cricket League AGM on Wednesday night.

Tweaks to the Premier Division playing conditions were rubber-stamped at the meeting, held at Hartley Country Club, although no major rule changes are expected to be drafted in for 2011.

The league structure has now been formalised and St Lawrence & Highland Court, demoted from the Premier Division for failing to renew their Clubmark status, will begin life in Division One at home to Beckenham on May 7.

Premier Division champions Bromley begin the defence of their crown at Sevenoaks Vine, while Cowdrey's first ever game in the Kent League will be at Bickley Park 3rds after they won the Regional League in 2010.

Meanwhile, Division Three side Catford Wanderers have been fined just £150 despite incorrectly registering an overseas player as having been born in the UK.

Player secretary Errol Valentine explained: "We spoke to the club, he told them he was born in the UK, so we asked them to check.

"The player refused to provide the club with his place of birth so the club were unable to produce it for the league.

"It wasn't that the club didn't try, so we didn't feel right to overly punish Catford Wanderers."

Fordham will be sad to miss final touches to Kent vision



PROUD: Jon Fordham says working at Kent has been 'a privilege' Picture: ADY KERRY

DAVID PRITCHARD talks to exiting Kent commercial and marketing chief Jon Fordham about changes made at Kent after he is released from his role after 10-year stint at the county club

ONE OF Kent's longest-serving members of staff left this week after a decade spent working at St Lawrence.

Jon Fordham arrived at the club's commercial and marketing department in November 2000 and has been a visible presence at the ground ever since.

His role was phased out as part of a round of redundancies announced at the end of last year. Although Monday's departure was tinged with sadness, the 57-year-old was happy to have spent so long serving a club he has supported for half a century.

"I was very privileged to work for Kent. I have been keen on all my sports since I was a little lad and it's something you dream of being able to contribute to something that's very close to your heart.

"It was great fun and I will miss it tremendously," he said.

Change

"I've left extremely amicably, there's no sinister story behind what's happened, I sincerely hopes on from strength to strength."

The biggest change in the sport over the past decade has been the introduction of Twenty20 cricket. It has since become a vital stream of revenue for counties, but when it began in 2003 Fordham, like everyone else, was unaware of the impact it would make.

He said: "I don't think anybody could tell straight away it was going to be a success. It was probably reflected in the way we as a club approached it in the early days – it was a bit of fun.

"When I first started what we had to market and sell was basically a one-day game and a four-day game, then all of a sudden Twenty20 came along and life was never the same again. From a commercial point of view the focus of your season now really is maximising the opportunities from your home Twenty20 games."

The most marked change at the St Lawrence Ground in the past decade is the ongoing redevelopment, which began last autumn. It has been a long process but Fordham, who has been made a life member, is keen to watch it progress as a fan

He said: "When I went to the club in 2000 there was a model in the committee room that I was taken to have a look at. It was the vision for the future so it's been a long time coming.

"There will be sadness that I'm not around to see the finishing touches but I'm looking forward to watching some cricket this summer and seeing how they've got on with it."

Jamie Clifford, Kent chief executive, said: "I would like to thank Jon on behalf of all involved at the club for his many years of loyal service.

"He will be missed by colleagues, members and supporters, who, I'm sure, will all join me in wishing him well for the future."



STRONG: Coach Taff Gwilliam says U20 line-up is one of most talented Kent have seen

Kent U20s begin championship bid

THE best young rugby players from around Kent showcase their talents to a wider audience this weekend as they kick-off the 2011 national under-20 championship.

Kent's squad travel to face Surrey in their opening pool match at Dorking RFC on Sunday, looking to upset the side which won the London & South East division last season.

Led by head coach Taff Gwilliam, the visitors call on players from 12 different clubs, with several members of their original party unavailable after receiving more senior call-ups.

Westcombe Park's Jamie Stevenson has been included in Scotland's under-20 squad while Josh Pettet, of Sevenoaks, is away with the London & SE under-18s.

However, Gwilliam is confident his charges can kick-start the tournament with a positive result, especially with the added incentive of Premiership and international scouts watching from the touchline.

Gwilliam said: "Our goal is to get as far as we can in this competition, but individually they all have a chance to impress the selectors.

"This is one of the most talented groups we've had and testament to that is some players who'd normally be available have been selected to play elsewhere."

Kent, who warmed up for the competition with victory over their Buckinghamshire counterparts last month, will also face Sussex in Pool C as they bid to tie down a place in the regional finals day at Aldershot on March 13.

Ipswich give late bloomer a Championship chance

FORMER Sittingbourne, and Gravesend & Northfleet, midfielder Andy Drury has joined Ipswich Town from Luton Town for a fee of £150,000.

Drury, who began his career as a teenager with his hometown team Sittingbourne, will now make his Football League debut at the relatively late age of 27 – a year older than Andy Hessenthaler when he made his debut for Watford.

Drury first played for the Brickies a decade ago, but joined the Fleet, then in the Conference, in 2003, making 109 appearances in three seasons.

He spent two seasons with Lewes and was part of the Stevenage side which won promotion to the Football League last year, before leaving to join Luton on a free transfer at the start of the season.

Drury was reportedly a target of a number of clubs in the Championship and League One, including Crystal Palace, but new Ipswich manager Paul Jewell moved fastest to secure his signature.

He said: "For the money we got him for and his ability I think it's a really good deal and a really good addition. If Andy gets in and gets a chance I don't think he'll disappoint people. He can play right-side and left-side midfield and down the middle, he's a good technician with a good delivery from dead balls."



Picture: IPSWICH TOWN FC

OPPORTUNITY: Andy Drury has been signed by Ipswich from Luton

Although the window shut without any activity at Gillingham, another Kent-born player was on the move as goalkeeper Paul Jones, who joined Peterborough United on loan from Exeter City.

Jones, from Snodland, enjoyed a brief moment of fame in 2005 when he kept a clean sheet for the Grecians in the FA Cup against Manchester United, earning a goalless draw at Old Trafford.

Posh manager Darren Ferguson said: "Paul is a highly-rated goalkeeper, he is a good age and out of contract in the summer, so this is a good opportunity to get him in."

Desperate Dan's plea for a return



WAITING GAME: Danny Spiller has been warned by surgeons to let his badly injured finger heal fully
Picture: ADY KERRY

Gills midfielder told he could lose full use of finger if he plays too soon

By DAVID PRITCHARD

DANNY Spiller "begged" doctors to give him the all-clear to return to football this week but was eventually put off by the high risk of doing permanent damage to a badly broken finger.

The injury sounds insignificant compared to the usual ailments which keep players in the treatment room, but it is expected to keep the 29-year-old on the sidelines for several weeks.

Spiller went under the knife on Tuesday in a 90-minute operation to repair his finger, which had one joint hanging on by a single ligament.

Dangers

He was keen to get back to first-team action as quickly as possible, but reconsidered after medical staff spelled out the dangers, which in the worst case scenario would have required part of the finger to be removed.

He said: "I spoke to the surgeon and begged him to see if there was some strapping I could play in but he strongly advised me not to.

"Where there is only one ligament, instead of three, holding my finger together, if I got another knock that's when the massive problems could come.

"It would probably be fused for the rest of my life and I'm a bit young to lose the use of a finger. That's when it hit home how serious it was, as much as I wanted to play."

Spiller sustained the injury during Gillingham's 2-0 defeat at home to Chesterfield last month. A nudge in the back at a corner saw him lose his balance and the ball connected with the end of his right index finger.

Despite admitting the bone was "crunching around" the midfielder played on for half an hour before eventually being substituted.

He said: "I didn't know anything had happened at first, but it felt a bit sore and when I looked down one finger was facing away from the rest of them. I popped it back in but think I may have fractured it as it I did it.

"There are so many nerve endings in the fingers that the pain has been worse than anything I have had before in my career. It sounds trivial to be kept out with a finger injury but I've never experienced pain like it."

Gillingham are not revealing when he is likely to return but Spiller, who signed a new 18-month contract in December, intends to be back well before the end of the season.

Fleet kick-off talks with Daish



NEW DEAL? Liam Daish is in talks with Fleet chairman Phil Sonsara (right)

CONTRACT talks are under way at Stonebridge Road as Ebbsfleet United look to secure the services of manager Liam Daish beyond the end of this season.

Daish's deal expires in the summer and this week saw his name once again linked with the Cambridge United managerial post after Martin Ling was sacked by the Conference Premier club on Tuesday.

The Us have appointed Jez George as caretaker manager for the immediate future but speculation remains that Daish, who was shortlisted for the role 18 months ago, would be considered a viable permanent replacement for Ling.

Ebbsfleet chairman Phil Sonsara said: "It's perfectly logical, if you're successful – and I would say Liam has been successful this season – to be linked with jobs moving up the scale in terms of the football world.



"However, he's got a real enthusiasm around the club at this moment in time and he's already kicking around ideas for next season.

"Nobody came in for Liam during the close-season last summer and there are still 18 league games to be played this season.

"In terms of Liam's contract, there have already been tentative discussions between the MyFootballClub society, the EUFC board, myself and Liam."

As a player, Daish helped Cambridge achieve back-to-back promotions in the Football League and he made his international debut for the Republic of Ireland during his time at the Abbey Stadium.

The 42-year-old is ambitious to manage at a higher level, but Cambridge are struggling towards the foot of Conference Premier while the Fleet, a side Daish virtually built from scratch last summer, are knocking on the door of promotion back into the division.

Whites boss fears boo boys could drive best players out



SUPPORT US: Martin Hayes

DOVER Athletic manager Martin Hayes is concerned harsh critics among the Crabble faithful may drive some of his best players away from the club.

With only three home league wins to their name all season, Dover are in danger of sliding out of the promotion shake-up and Hayes admits the problem needs addressing.

However, he called on the dissenters to back his side as the season reaches a crucial stage, with league leaders Braintree Town next to visit Crabble on Tuesday.

"Obviously the fans turn up and make their opinions on what they see," Hayes said.

"To be fair, we've had a good season so far and people have had a lot to enjoy so there's really no need for them to get all 'doom and gloom'.

"The fans need to get behind the players because they're only young and they're new to the club. If the fans make life difficult for the players, we'll lose good players because they worry about what the fans are going to say."

A new defender is top of Hayes' wish-list and with several full-time players unable to secure deals before Monday's transfer deadline, there could yet be a fresh face or two arriving in time for the Braintree clash.

Paffett quick off mark in F1 test

FORMULA One testing opened this week with Gary Paffett hot on the heels of reigning world champion Sebastien Vettel in Spain.



Paffett, the Bromley-born McLaren test driver, was third-fastest on the first day of testing in Valencia, splitting the Force Indias of Nico Hulkenberg and Paul di Resta.

With McLaren unveiling their 2011 car on Friday, Paffett's main objective was to check the team's tyre development at the start of the three-day test before handing the over to Lewis Hamilton.

Stupps under par in season opener

THE golf season began well for Karen Stupples as she started her year under par at the ISPS Handa Women's Open.



The tournament at the Commonwealth Golf Club in Melbourne, Australia, is the first Ladies European Tour event of 2011.

With the LPGA Tour not starting for a fortnight, Stupples was one of several North American-based players teeing up.

The Deal golfer made a good start in her first competitive round for two months on Thursday, carding a three-under-par 70 to be among the leading pack.

The tournament finishes today, see www.kentnews.co.uk for details on where Stupples finished.



Stadium to host sprint triathlon

A NEW multi-sport event comes to Kent this summer as the Julie Rose Stadium plays host to the inaugural Brett Ashford Triathlon on August 14.

The event commences with a 750-metre swim in Conningbrook Lake and athletes will then cycle for 20 kilometres on the surrounding country roads.

Having dismounted, they will complete a 5km run both on and off-road, before returning for a final lap of the stadium.

Event director, Liz King, said: "We are really excited about bringing a new multi-sport event to Kent, and we thought a sprint triathlon would be the right type of event to start with."

Prizefighter Jack dealt a bad hand

DREAMS of lifting the Prizefighter boxing title last weekend ended prematurely for Jack Morris as the Kent boxer was forced to withdraw with a broken hand.

The 28-year-old, from Margate, was one of eight light-heavyweights battling for a winner's cheque of £32,000 at London's Olympia and he battled past Billy Slate in the quarter-finals.

However, the victory took its toll and the injury prevented him from taking his place in the semi-finals and after a coin-toss, Justin Jones went through to face eventual champion Travis Dickinson.

Crayford's Menway Edwards stopped Joe Smyth in the second round of their quarter-final but he was knocked out by former British champion Tony Dodson.

CLUB TO APPEAL RFU GOUGE PUNISHMENT

Maidstone to contest £2,000 fine and 50-point deduction over incident that cost player an eye

By **STEVE TERVET**

MAIDSTONE Rugby Club have refuted medical evidence which suggests one of their players deliberately eye-gouged an opposition player, and have lodged an official appeal with the Rugby Football Union (RFU).

Clarence Harding, playing for Gravesend, lost the sight in his right eye during a Kent Cup game at The Mote on January 17 last year.

An RFU disciplinary panel which met in November ruled a Maidstone player had deliberately injured him.

They found Matt Iles not guilty of the act, but a second hearing last month the RFU hit the club with a 50-point deduction and £2,000 fine for conduct prejudicial to the interests of the game, with Maidstone held responsible for the actions of its members.

Harding, 26, disappointed by the initial outcome, was stunned when Kent on Sunday informed him Maidstone would be appealing against the RFU's decision.

"I really don't know what to say," he said. "It's been made very clear through the evidence that it could not have been an accident.

"Two separate RFU panels found it was not an accident and so did the medical experts, so there's nothing more I can say about that."

Maidstone have always maintained Harding's injury was the result of an accident and chairman Andy Golding insisted he would continue the fight to clear the club's name.

Interpretation

In what has become a test case for the sport, Golding questioned the interpretation of the law regarding the liability of a club for the actions of an unidentified player.

"We're not looking for any compromise, we're looking only for justice and fairness," he said. "We've always maintained this was not an act of foul play and all the other charges brought against us are based on that.

"This is a unique case in the history of the RFU and what's counted against us is the RFU regulation which says a club is responsible for the actions of its members.

"That's not clearly defined so we are appealing against it because we don't think it's just or fair."



Picture: CHARLES HARDING

DISABLED: Clarence Harding, pictured during his Gravesend playing days, is stunned by Maidstone's decision to appeal against the gouging incident that left him blind in one eye

An RFU spokesman confirmed Maidstone's appeal had been received and said a hearing date would be set before the end of the season, once a third disciplinary panel had been selected.

With senior figures in the rugby world focused on the outcome of his case, Harding, who intends to launch a civil case against the club after the appeal is heard, reiterated the importance of his assailant being held responsible.

He said: "It's not just got to be good for rugby in this country, it's got to be good for rugby in the entire world.

"Gouging seems to poke its head out more often than not these days, I've paid the ultimate price and now somebody else has to pay the price."



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Gills youth coach stable after heart attack on scouting trip

GILLINGHAM youth team manager Darren Hare underwent an emergency operation this week after suffering a heart attack.

The 43-year-old, who rejoined the club's youth set-up from Dover Athletic last summer, was taken ill after returning from a scouting trip at Southend on Tuesday.

He was rushed to William Harvey Hospital in Ashford before undergoing surgery and was in a stable condition as Kent on Sunday went to press.

Gills boss Andy Hessenthaler, who is Hare's brother-in-law, was shocked by the news, which reached him after Tuesday's 2-2 draw away to Stevenage in League Two.

He said: "As you can imagine there is a bit of a sombre mood around the place, especially with the younger ones because he's their manager. He's obviously also a family member of mine, so our wishes are with Darren.

"We wish him a speedy recovery and we will certainly miss him around the place for a while. Darren is a fantastic coach and I know all the boys love him at Gillingham.

"He loves this place and he loves football, we are all thinking of him and hopefully we will see him back at the club soon."

Yesterday's youth team game against Brighton & Hove Albion was postponed in the wake of the news.

Hare is not expected back for some time so his duties with the youth team will be split between the first-team coaching staff and Bryan Bull, the club's centre of excellence manager.



Picture: SIMON HARRIS

SURGERY: Darren Hare suffered a heart attack in Southend on Tuesday

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